

IT'S YOUR BUSINESS

Volume 1, Issue 5 • MAY 2016

CENTRAL PA
CHAMBER OF COMMERCE

30 Lawton Lane - Milton, PA 17847
www.centralpachamber.com



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CENTRAL PA
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green
BUSINESS

2016 Green Business OF THE YEAR

LEWISBURG – Congratulations to Lawrence J. Winans, DMD, in Lewisburg, awarded the 2016 Green Business of the Year Award by the Central PA Chamber of Commerce! Each Earth Day, the staff of the Central PA Chamber surprises one of its members with the award, selected from among those who filled out a Green Business Recognition Application. The staff looks at scores and overall impact when deciding the year's award recipient.

Dr. Lawrence "Larry" Winans accepted the award Friday afternoon, April 22, at his practice, 38 N. Second St., Lewisburg. His office team scored high in several categories, which include Solid Waste Prevention (e.g. using less paper, reusing shipping materials, buying reusable products), Recycling, Purchasing "green" products, Energy & Water Conservation, Involving Employees, Customers and/or Suppliers in "green" practices, and Transportation choices. "The biggest thing we've done is invest in digital X-ray units," Dr. Winans said. "It eliminates the need for any fixer, developer and all the chemicals which are constantly used and dumped down the drain.

GREEN BUSINESS ...Continued on Page 3

THE BLSV CLASS OF 2016

LEWISBURG/BLOOMSBURG – Celebrating its 20th Anniversary, another year of Building Leaders for the Susquehanna Valley (BLSV) is in the books. Thirty-six students from 9 area school districts graduated from the program at the end of April. One of the two venues was La Primavera Italiano Ristorante & Pizzeria, which easily sat 75 for lunch. The second was at Trinity Reformed UCC, Bloomsburg, and catered by That Kitchen Witch...On Wheels. The Keynote Speaker for both events was Dr. Kevin Sensenig, President of Interaction Dynamics Group. Citations from the Central PA Chamber/Business & Education Association, state Sens. John Gordner and Gene Yaw and gifts were given to each of the students.



For the 2015-16 year, the District 1 group was made up of high school juniors from Meadowbrook Christian School, Midd-West, Mifflinburg Area, Milton Area and Warrior Run high schools. District 2 includes: Columbia-Montour Vo-Tech, Benton Area, Millville Area and Southern Columbia high schools.



BLSV Director Jeff Shaffer with the District 1 students of BLSV after graduation on April 21 at La Primavera Ristorante & Pizzeria, Lewisburg.

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Seven Mountains Media • Standard Journal
Strattons Photography • Susquehanna Fire Equipment Co.
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The President's Club is an exclusive sponsorship program created to prominently recognize companies who contribute to the Central PA Chamber over and above their annual membership investment. For more information, call 570-742-7341.

The Inside Scoop



FRUITS OF LABOR

It's hard to believe but another school year has come to a close for Building Leaders of the Susquehanna Valley (BLSV), one of our two cover stories. As BLSV Director, I get to see firsthand how these high school juniors embrace their leadership potential and responsibility to make where they live even better. We know this is a valuable program, and many Central PA Chamber members reinforce that fact by being involved in some way (e.g. volunteering, sponsorships, providing lunch). We will pick the program back up with many of our area schools in September.

Congratulations to Dr. Lawrence "Larry" Winans on being named our 2016 Green Business of the Year! It was great visiting with him on Earth Day, April 22, at his Lewisburg practice. Bruce, Tea Jay and I always make it a point to surprise the winner. Dr. Larry thought I was stopping by to talk about a new service he is offering (read all about it in our June issue of IYB). That's great, too, but this really seemed to make his day.

As a reminder, it's always a good time to register your business/organization if you haven't done so. All it takes is a few minutes and access to our Web site, www.centralpachamber.com. Everyone who registers earns a distinction in the Web site listings, and one will become next year's Green Business of the Year. Who doesn't want to be known for their conscientious efforts to lessen their impact on the planet?

A pair of newer members is featured in this month's Member Spotlight on page 5 – Strattons Photography and Yoga Dear. Chris Stratton took the photos at the BLSV Graduation Ceremonies on the cover and inside. I'm looking forward to getting to know Leanne Matullo. Who doesn't need a good stretch or mental break with this busy time of year?

You'll see in the Member Events section that ribbon cuttings are continuing! It's always great to see members expanding, add services or celebrating milestones. Do you have one coming up? Let us know, and we'll be happy to help you promote it.

Do you know what to say when you meet a new potential customer or business partner? Our President/CEO Bruce Smith is asking you this month if you can tell your story. Check out "Bits From Bruce" in the news section. In addition, Executive/Finance Assistant Tea Jay Aikey has a must read for anyone who could use a little encouragement or a confidence booster. Sounds like anyone to me!

While there is a Breakfast Briefing before the one on Friday, June 3 at Pronto! in Lewisburg, it's already sold out! So, check out the details on the back page fast, and reserve your seat by registering online. Our first off-site Breakfast Briefing on April 1 was a huge success. Check out the recap on the inside. Enjoy the issue!



Jeff Shaffer, Editor
Communications & Education Manager
jshaffer@centralpachamber.com

Chamber Report Submission Deadlines and Distribution

CIRCULATION DATE	SUBMISSION DATE
JUNE 4	MAY 20
JULY 2	JUNE 17

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Contact Brett at Heritage Printers today!
chamber@heritageprinter.com or call 570.966.1120

GREEN BUSINESS (continued)

"The digital X-ray system also exposes patients, and (the staff), to significantly reduced levels of radiation."

All Central PA Chamber members are encouraged to fill out the Green Business Recognition Application, and make updates as needed. Since the Green Business initiative started, more than 30 members have completed the form.

Each member earns a special distinction on the Web site for taking the time, and they just may be the next recipient of the Green Business of the Year Award!

This is the fourth year the Central PA Chamber has presented the award. In 2013, Warrior Run PetCare Center, Watsontown, was selected. In 2014, the recipient was the Central Susquehanna Community Foundation, Berwick. Last year, the award went to Hometown Disposal, Sunbury.



Bruce Smith, Central PA Chamber President/CEO (right) presents the 2016 Green Business of the Year Award to Dr. Lawrence "Larry" Winans of Lawrence J. Winans, DMD, on Earth Day, April 22. The award is made from a recycled oil drum.



BLSV (continued)



The overriding theme of BLSV is leadership, and it is tackled in several different ways. The students practice networking skills, understanding the differences in personality and diversity and take part in team-building exercises. They also conduct mock (and very heated!) township supervisors meetings, create plans for land development and start their own mock businesses, and perform real community service.

This is just the tip of the iceberg, but it offers a little insight into the highly involved program. More than 900 students have completed the program since its inception. The program was originated by Janet Allis and the late Guy Temple, before the Central PA Business & Education Association took the reigns 7 years ago.

Around 50 individual volunteers of the Central PA Chamber membership spend numerous hours sharing their expertise for the particular program days. There is no way BLSV Director Jeff Shaffer could cover all of the content without their support. So, thank you volunteers!



Dr. Kevin Sensenig, President of Interaction Dynamics Group, delivers the Keynote Address during graduation.

Watching the students grow throughout the year is where the real joy is involved. There is no doubt that many of them are no more than a decade away from being among the folks who will keep the Central PA region focused, energized and strong. It's an honor to be a small part of this growth. If you want to follow along, check out the BLSV Facebook page and the year-ending videos uploaded to YouTube. Photos at the BLSV Graduations were professionally taken by Chris Stratton of Strattons Photography.

If you want to learn more about being involved in BLSV, or having your school take part, please contact Jeff Shaffer at 570-742-7341 or jshaffer@centralpachamber.com.



BLSV Director Jeff Shaffer with the District 2 students of BLSV after graduation on April 28 at Trinity Reformed UCC, Bloomsburg.

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MEMBERSHIP RENEWAL

Thank you to the following members for their continued support of the Central PA Chamber of Commerce, through their Membership Renewal this past month:

(As of April 22, 2016)

AdvoCare Independent Distributor
 BB&T Bank - Milton
 Billing 911
 Celtic Hospice and Home Healthcare
 Central Susquehanna Community Foundation
 Central Susquehanna Intermediate Unit
 Central Susquehanna Opportunities, Inc.
 Clark Technology Systems, Inc.
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 Family Care for Children and Youth, Inc.
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 Heaven's Best Service Group
 Hiller Architectural Group
 Hometown Disposal, LP
 Jersey Shore State Bank - Lewisburg
 Kevin M. Welch, DPM
 Lycoming Physical Therapy - Lewisburg
 Mid-State Mechanical Contractors, LLC
 New York Life
 Orchard Pump & Supply Co., Inc.
 PA Careerlink Northumberland/Snyder/Union
 Penn State Corporate Learning

Pfeiffer-Naginey Insurance
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 Spruce Run Tax & Accounting Service
 Standout Designs
 Steve's Power Washing
 SUN Area Chapter American Red Cross
 Sunbury Broadcasting Corporation
 Sunbury's Revitalization, Inc.
 Sunsational Family Campground
 Susquehanna Valley Limousine, Inc.
 Swineford National Bank - Lewisburg
 That Kitchen Witch on Wheels
 The Insurance Shop, LLC
 The Lewisburg Studio
 The Women's Journals, LTD
 Todd Shimko Insurance Agency LLC
 Valley Ag & Turf, LLC
 Wallace W. Fetzer American Legion Post 71
 Weis Center for the Performing Arts at Bucknell
 Weis Markets, Inc.

NEW MEMBERS

FRAME IT HERE

140 West Fourth Street • Williamsport, PA 17701
 570-417-6737
 John Yagodzinski - Account Manager

Converge Gallery wants you to Frame It Here, with our new in-house conservation framing service. "Frame It Here" is a dedicated frame shop specializing in archival framing and design. Not only will specifications be met, but the customer will also find their visit to be a learning experience. Frame It Here is a sister brand of Converge Gallery. The new service is a complement to the contemporary artwork on display and is available to it's artists, aspiring artists, and those looking to preserve memories for a lifetime. Frame It Here offers a wide selection of contemporary, classic, colorful, and rustic frame moldings, and fillets. We also offer a variety of mat boards and glazing to protect artwork and important documents from harmful UV rays.

GILSON BOARDS

62 Mountain View Road • Windfield, PA 17889
 570-473-3138
 Nick Gilson - Owner

Gilson is an American snowboarding company that designs bases in three dimensions for an enhanced feel on the mountain. The team is a close group of designers, craftsmen, and adventurers. We come from different backgrounds, but we share one thing - we love what we do. We believe in the value of American artisan manufacturing, which is why we build our boards with locally grown trees here in central Pennsylvania. We merge the woodworking heritage of our region with the precision of modern technology, building snowboards that are of the highest quality in construction.

ORVIS LONG PAINTING

3714 Fair Oak Road • Selinsgrove, PA 17870
 570-374-4228
 Orvis Long - Owner

Painting, Drywall, Wallcovering and Parking Lot Striping.

PURDY INSURANCE AGENCY, INC.

136 Market Street • Sunbury, PA 17801
 570-286-5855

William Purdy - Treasurer


As our motto, "What Can We Do For You?" attests, we have successfully grown our business because of our comprehensive and enthusiastic commitment to personalized customer service. Our local, privately owned firm is capable of handling all of your insurance needs, whether business or personal. As an independent agency, we offer our customers a variety of insurance products at competitive prices from some of the industry's finest insurance providers.

WEST MILTON STATE BANK - NORTHUMBERLAND

397 Point Township Drive • Northumberland, PA 17857
 570-473-3138


No Ringer - Vice President

Our Commitment - The employees of West Milton State Bank are committed to provide you with the answers to your financial needs in a friendly and efficient way to earn your trust and business. As a small community bank, we understand the importance of values and principals that seem to have been lost in the thousands of bank mergers across the country. At West Milton State Bank, we care more. Which is why you will receive personalized service at all of our branches in addition to conveniences like online banking and bill pay.



**MEMBER
Spotlight**

Yoga Dear



Leanne Matullo
Yoga Dear
15 North 5th Street
Lewisburg, PA 17837
301-343-9897
info@yogadear.com

WHAT MAKES YOUR BUSINESS/ORGANIZATION UNIQUE?

Yoga Dear brings a new attitude to yoga in Central PA. We strive to make yoga approachable and playful in an environment that is vibrant and safe. Our community is made up of individuals who vary from beginners to advanced practitioners of yoga, but all share a love of movement. Yoga Dear offers classes to meet your schedule as well as special events, workshops and programs. Yoga classes include Yoga Dear 1 & Yoga Dear 2, Power Flow, and Slow Flow.

HOW DO YOU MARKET YOUR BUSINESS?

We market our business through Facebook posts and Facebook advertising, Instagram, and via our e-newsletter which reaches more than 350 individuals. We also rely heavily on word of mouth. Finally, we send press releases to local media channels and occasionally host free classes to get the word out.

DOES YOUR BUSINESS HAVE A MISSION STATEMENT? IF SO, WHAT IS IT?

Yoga Dear seeks to make yoga approachable for ALL. We develop classes that encourage a playful practice in an environment that is vibrant, safe and fun. Yoga Dear recognizes that each individual has unique needs and comes to the mat for different reasons - physical fitness, stress relief, increase flexibility and balance, mindfulness, and so much more.

We seek to complement your regular activities, dedicating classes to help you not only on your yoga mat, but out in your personal life - powerful stuff, right? And, we don't take the task lightly! Yoga Dear sessions strengthen the body, challenge the mind and invigorate the senses.

HOW MANY DOES YOUR BUSINESS EMPLOY: FULL TIME AND PART TIME?

We only employ independent contractors aside from the owner, Leanne

Matullo, who is full time. We have six different yoga instructors at the moment.

ADVICE TO THOSE WHO OWN THEIR OWN BUSINESS?

I'm so new, I don't know if I have tons of advice. But, I'll say to really think about your ideal customer(s). How can you best service them, reach them, make their experience with your brand/business touch all five senses. And, then go for it. Know that you won't know all the answers right away, but take it day by day. And, share what you're doing! Network, use social media, tell your Target cashier, etc.

FINISH THIS SENTENCE - "ON A DAY OFF I..."

Get up early to go for a run or walk, read a book while sipping coffee and then journal about the week, personally and professionally. Then, I'll spend time with my husband, get outside with the dogs, make some delicious meals for the week, and probably do laundry!

WORDS TO LIVE BY?

Have faith. Love things into existence. Live creating yourself.

IF ANY, WHAT ARE SOME PHILANTHROPIC CAUSES YOUR BUSINESS SUPPORTS?

We don't yet, but we want to support self-respect and esteem in individuals.

WHAT ARE THE TOP 3 COMPANY PRIORITIES YOU FOCUS ON?

Customer Service. Continuing Education. Warmth.

WHAT ARE THE CHARACTERISTICS YOU LOOK FOR IN EMPLOYEES?

The ability to make every student feel welcome in the yoga space. Passion for yoga and a presence/comfort in teaching. Someone who is loyal, trustworthy, dependable and who wants to learn.

Strattons Photography



Chris & Nancy Stratton
chris@strattons.us
www.strattons.us
www.facebook.com/Strattonphotography
570-392-9124

WHAT MAKES YOUR BUSINESS/ORGANIZATION UNIQUE?

Our passion to create and to innovate. Some examples of recognition include our earning the status of Google Trusted Photographer to create business tours and our publication in magazines such as "The Knot".

HOW DO YOU MARKET YOUR BUSINESS?

To be honest, not as well as I would like. Current efforts include: trades shows (bridal fairs), online search ads, social media ads, newspaper and word of mouth.

DOES YOUR BUSINESS HAVE A MISSION STATEMENT? IF SO, WHAT IS IT?

Our mission is to create compelling and enduring imagery for persons and businesses. We seek to treat our contacts as friends and to offer products and prices we feel are clear, honest, and beneficial to all concerned.

HOW MANY DOES YOUR BUSINESS EMPLOY: FULL TIME AND PART TIME?

One full-time employee, myself, one part-time (my wife, Nancy) and occasional subcontractors.

ADVICE TO THOSE WHO OWN THEIR OWN BUSINESS?

This comes as a quote from my brother... "If you own your own business, you can work any 12 hours of the day you may chose."

FINISH THIS SENTENCE - "ON A DAY OFF I..."

Enjoy gardening and landscaping.

WORDS TO LIVE BY?

"Kindness is the greatest wisdom."

IF ANY, WHAT ARE SOME PHILANTHROPIC CAUSES YOUR BUSINESS SUPPORTS?

Nancy and I actively support the Rotary Foundation and serve on the board of a local club, and volunteer time, money and materials to projects such as the Milton Elite Girls team, Enterline Dance Company, Susquehanna Valley Chorale, local school fundraisers, The Milton Harvest Festival, Alzheimer's Foundation, Make-a-Wish, the Donald Heiter Center, the Milton Public Library, and local theatrical events.

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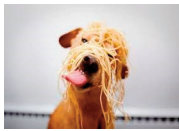
WHAT'S HAPPENING: MEMBER EVENTS



HAVEN-TO-HOME

Adopt-a-Thons!! Come meet our dogs that are looking for their FURever homes at Brookpark Pet Supply in Lewisburg from 1:30-4pm on the following Saturdays: 05/14, 06/11, 07/09, 08/13, 09/10 and 11/12

Join us on Sundays at Ric's (Rt. 405, formerly The River House) in Milton from 4-8pm to meet dogs that are up for adoption. Bring along your own canine companion to make new friends! 06/05, 07/10, 08/07, 09/11 & 10/02
{A % of all sales will be donated}



SPAYghetti dinner and Italian Buffet at La Primavera in Lewisburg on Rt. 45 from 4-8pm on October 23

Humans Only Happy Hour at FEROWinery in Lewisburg August 5th from 6-8pm



BRASSERIE LOUISE YAPPY HOUR! JOIN US ON THE FOLLOWING SUNDAY EVENINGS IN DOWNTOWN LEWISBURG FROM 4-8PM; BRING ALONG YOUR CANINE COMPANIONS AND EAT OUT ON THE PATIO - 20% OF THE SALES WILL BE DONATED TO H2H 06/26; 07/24; 08/28; 09/25 AND 10/30

Haven to Home is a 501c3 non-profit, all volunteer organization that has helped to rescue, rehab, and rehome over 1,360 dogs since 2008. Contact Haven to Home for more information: www.haventohome.org, email haventohome@gmail.com, or call 570-884-5067.



Spring FLING

MAY 22
5 P.M. - \$40

Includes Hiawatha Boad Ride, a broasted chicken dinner, entertainment by the Blue River Band and a cash bar. Tickets are available at the Evangelical Gift Shop or by calling Patricia Powell at 630-789-1525. All proceeds benefit Evangelical Community Hospital Programs

Empower with Paint

5 to 8 p.m.
Thursday, May 19 at
Paint, Party & More

\$30/person

* Includes: guest speaker, snack and painting to take home.



Register: www.centralpachamber.com/events

5190 State Route 405
Milton, PA 17847

In partnership with:



Mifflinburg MAYFEST WINE FESTIVAL
May 14 from 11 am to 5 pm
VFW carnival grounds (10770 Old Turnpike Road)
MUSIC ALL DAY BY PA CRUDE

Armstrong Valley Winery ~ Bastress Mountain Winery
Broad Mountain Vineyard ~ Buddy Boy Winery & Vineyards
Juniata Valley Winery ~ Mount Nittany Vineyard & Winery
Sand Castle Winery ~ Seven Mountains Wine Cellars
Shade Mountain Winery & Vineyards
Stonekeep Meadery
The Vineyard at Hershey
West Hanover Winery

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\$16 in advance on sale April 1 go to www.brownpaperickets.com
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Music Sponsor: Heritage Printers • Maypole Sponsor: H. L. Klose & Sons

VERA BRADLEY BINGO - MAY 15

Regular Bingo begins at 2:00 p.m.
Tickets are \$20 in advance, \$25 at the door
Call 570-412-5127 or email stjohnsucc@gmail.com

ST. JOHN'S UCC
906 Old Rt. 15 - New Columbia
Doors open at 12:30 p.m.
Early Bird Starts at 1:45 p.m.

Vera Bradley

Third Annual 5K Run/Walk 2016

Saturday, May 21st
Registration: 8AM
5K Run/Walk: 9AM
Nottingham Village Senior Living Community
58 Neitz Road Northumberland, PA

Proceeds to benefit **CARING FOR KIDS**
A backpack program to help end hunger in the children of our community.

Registration Fees:
Ages 14 & Up: \$20 (T-Shirt if registered by April 29th)
Ages 8-13: \$10 (T-Shirt if registered by April 29th)
Ages 7 & Under: \$5 (Does not include T-Shirt)

To register for or sponsor the event contact **570-473-8366**

Nottingham Village **CARING FOR KIDS** **Pa Runners**
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A challenging course run on both road & trail! Rain or shine!



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www.bucknell.edu/sbdc

BUCKNELL SBDC UPCOMING SEMINARS & TRAININGS

DATE	SEMINAR	LOCATION	TIME	COST
6/1/2016	The First Step Pre Business Workshop	Service 1st Federal Credit Union 1419 Montour Blvd. Danville, PA 17821	10:00 am - 12:00 pm	\$25
6/1/2016	Writing Your Business Plan	Service 1st Federal Credit Union 1419 Montour Blvd. Danville, PA 17821	12:30 pm - 2:30 pm	\$25

IMC UPCOMING SEMINARS & TRAININGS

DATE	SEMINAR	LOCATION	TIME
5/12/2016	Rural Health IT Challenges 2016	The Penn Stater Conference Ctr. 215 Innovation Blvd. State College, PA 16803	8:00 am - 3:30 pm
6/16/2016	Save Money Through Pollution Prevention/ Energy Efficiency (P2/E2)	Webinar	12:00 pm - 1:00 pm
8/18/2016	Solid Waste Remanufacturing Exclusion: What is it and What Does It Mean to Your Company?	Webinar	12:00 pm - 1:00 pm



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25TH ANNUAL RIVERWOODS *Car Show*

Saturday, May 21 10 a.m. - 3 p.m.
3201 River Road - Lewisburg

Free Admission - Food and Beverage Concessions, Door prizes and Music!

All proceeds benefit the Resident Enrichment Fund, a fund which supports programs, services, equipment and recreation for abundant senior living throughout the continuum of care at RiverWoods.



RIBBON CUTTING

COME CELEBRATE WITH THIS MEMBER!

FRAME IT HERE

11:30 a.m. Friday, May 13 at Coverage Gallery, 140 W. Fourth Street, Williamsport

Expansion – Services will now include conservation framing; check out the new frame shop at Coverage Gallery. Light refreshments at the event.





Pictured is Amanda "Mandy" Eisenhauer, making home-made pot pie for all patients and family members staying at Family House in Pittsburgh near the University of Pittsburgh Medical Center. Eisenhauer is hoping to be home for her 'Skating for Mandy's Miracle' fundraiser, being coordinated by friend Mandy Beachel. The fundraiser will be held from 4:15 to 6:15 p.m. Saturday, May 7 at Sunset Rink in Shamokin Dam. The cost is \$5 per person and Beachel has been busy passing flyers out in the community and posting information on her "Mandy's Miracle" Facebook page. Eisenhauer has cystic fibrosis (CF), and for many months Pennsylvania Cystic Fibrosis, Inc. (PACFI) and the Children's Organ Transplant Association (COTA) have teamed up to form Mandy's Miracle Transplant Fund to raise funds for uninsured costs such as housing, transportation, food and other bills. Those who can't make the event and want to donate can make a check out to PACFI and mail it to: PACFI, Mandy's Miracle, P.O. Box 29, Mifflinburg, PA 17844.



GUILTY!

Thank you to the generous Central PA Chamber Members who helped Executive/ Finance Assistant Tea Jay Aikey raise \$839 in 'bail money' for the Muscular Dystrophy Association's MDA Lock-Up. It's enough to send one child to camp. Other members were locked up for the cause, including: Christine Feidt of Computation, Lewisburg (pictured with Tea Jay); Ryan Tira of McNerney, Page, Vanderlin & Hall, Williamsport; and Jillian Schooley of Thirty-One, Milton.



Kingdom Kidz Puppet Ministry and its divisions of ministry have a full slate in May. On Thursday, May 12 at 10 a.m. and 1 p.m., there will be two programs at the Emergency Preparedness Day event at FCC Allenwood Training Center. And, on Saturday, May 14, a Mother's Day tea will be held at 1:30 p.m. for women of all ages in the social hall of the Puppet Home, 11 E. 3rd St., Watsontown. To register, call 570-838-3133 or visit www.hiskingdomkidz.org. In the accompanying picture, from left, are: Davon Stock, Dashawn Stock, William Stevens, Lucas Shearer and Jake Shearer participating in a recent Kingdom Kidz Inc. event.



People with disabilities want to have jobs in their community. Unfortunately, approximately 70 percent of working-age people with disabilities are not working. Since The Arc Susquehanna Valley is passionate about helping self-advocates live better lives, they started a career exploration group in March. The six participants have been learning how to make a good first impression, fill out job applications, figure out what job is right for them, and interact with potential employers. The group recently paid visits to Tony's Custom Tailor Shop and The Costume Closet. Other activities include hands-on learning where self-advocates pretend they are working in a donut shop or fast food restaurant. Future visits to local businesses and volunteering are planned. By the end of the workshop, all participants will have an updated resume, hands-on work experience, interview skills, and job references. The workshop will conclude on June 9 with a graduation ceremony and party. Pictured is Billijo Jones of Extended Arms Home Care speaking to the group.

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Bits from Bruce

TELLING YOUR STORY



What's the first thing you do when you meet someone new? You ask them to tell you their story. Few people do this well. By the time they're done, you can't remember it even started. But, everyone has a story to tell and that story deserves to be told well.

Your story is the new marketing. What happens when I "Google" you? What's on your LinkedIn or Facebook pages? What is being tweeted about your business, and how many followers do you have? Insta-what? Remember when it was all about your Web page? They are still relevant for a business, but there is so much more to your story. In today's communications environment, if you're not telling your story through all potential mediums, someone else is telling it for you.

Our Chamber members, their businesses and/or organizations, all have personal and professional experiences that have brought them to where they are today. Can you tell that story? Probably not as well as you think you do. We take our stories for granted; we don't steward them. Take the time to learn your story. Take ownership of it. We need you to tell it.

Social media has and will continue to change how we tell our story, in ways that are unlike any other tool we have in our tool box. I suggest using it to your advantage. Having an online presence is like having electricity - it's mandatory for a business to successfully operate and grow. The real challenge is how does a business prepare for the next steps? We now function in a media and technology environment that is one. Evolving at a pace that forces you to move forward or fall behind your competitors.

The Chamber recognizes this and offers numerous educational opportunities for its members. In the upcoming months, we will be hosting sessions on communications and on marketing. Attend one of these meetings to assess where your business is at and where it might need to be.

The other area that we must be great at is our ability to tell our story. The Chamber has numerous opportunities for that to happen. One of the easiest ways to hone that skill is to attend the free Breakfast Briefing hosted at the Chamber office and more recently at a member's business. Anyone who has attended one of these breakfasts will tell you how fantastic they are, who they met and what they learned. These are superb opportunities, don't let them slip by.

Like technology, our stories are evolving. Stay current, reinvent it and join us at any of our upcoming events or educational opportunities.

Bruce

Bruce T. Smith, Jr.
President & CEO
bsmith@centralpachamber.com



Dr. Kevin Sensenig, Interaction Dynamics Group, presented a full-day introductory workshop called "How Good Leadership Increases Performance" on Friday, April 8. The class provided a great deal of information to a number of leaders at member businesses/organizations.



Blaise Alexander Ford in Lewisburg recently made a \$500 donation to St. Jude Children's Research Hospital. From left are: Brittany Clark, representing St. Jude and Bob Schon of Blaise Alexander Ford.



At the end of March, Erica Keim and other members of the National Honors Society at Warrior Run High School hosted a 5K to benefit Kelsey's Dream. More than 60 people completed the race, raising \$1,330 for Kelsey's Dream! Their generosity and kind-hearted efforts will go towards helping children with cancer. Erica, a recent graduate of Building Leaders for the Susquehanna Valley, can't wait to start planning for next year's 5K! From left are: Erica Keim and Tina Kuhns, mother of Kelsey and Kylie Kuhns.

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Powerwash - Thanks to Steve's Power Washing, the Central PA Chamber exterior walls and signage is looking good as new! Call Steve at 570-847-3678 if your roof, walls, signs, etc. could use a good scrub and spray!



OUR MEMBERS RECOGNIZED

Berkshire Hathaway HomeServices Hodrick Realty

WILLIAMSPORT – Kevin Hodrick, Broker of Berkshire Hathaway HomeServices Hodrick Realty, announced the company's monthly awards for February and March.

In February, the award for the sales associate with Top Production in Listings was presented to Amie Penfield, Williamsport Office; Jim Foster, Lock Haven; Chase Tobias, Danville; and Connie May, Lewisburg. The Top Sales award went to Penfield; Amy Probst, Lock Haven; Tobias; and Nicolette Wayand, Lewisburg.

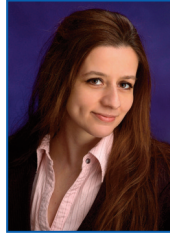
In March, the award for the sales associate with top production in Listings and Sales were presented to Pamela Anderson, Danville, and Connie May, Lewisburg. In other news, there are sales associates of the firm who had qualified for the prestigious Diamond Club Quarterly Sales Award for the 1st quarter of 2016. The award is presented to those sales associates who have achieved a high level of closed transactions during the quarter. Receiving the award was: Connie May, Pamela Snyder and Nicolette Wayand. And, Hodrick announced the 2015 Top Lister and Top Seller Awards.

In the Lewisburg office, the award for the sales associate with top production in listings in was presented to Pamela Snyder while the top sales award went to Connie May.

In Danville, both awards for the 2015 sales associate with top production in listings and top sales were presented to Pamela Anderson.



Chase Tobias



Nicolette Wayand



Pamela Anderson



Connie May

Evangelical Community Hospital

LEWISBURG - John P. Furia, MD, Orthopaedic Surgeon at SUN Orthopaedics of Evangelical, was recently named as Deputy Editor for the Journal of Orthopaedic Surgeon and Research. The international publication is an open access journal that encompasses all aspects of clinical and basic research studies related to musculoskeletal issues. In this role, he works closely with the Editor-in-Chief on both peer review and journal strategy to ensure the journal continues to grow and develop. Board certified by the American Board of Orthopaedic Surgery, Dr. Furia received his medical degree from Vanderbilt University, Nashville, Tenn., and has been practicing orthopaedic surgery for 20 years at SUN Orthopaedics. He specializes in arthroscopic and minimally invasive surgery of the shoulder, elbow, wrist, hand, hip, knee, foot, and ankle. He continues to pursue his research interests in shoulder surgery and tendon injuries to better serve patients at SUN Orthopaedics of Evangelical.

In other news, Evan has been re-accredited by DNV GL Healthcare (DNV) as a Primary Stroke Center. The accreditation is a national endorsement of the excellence of Evangelical's existing, full-spectrum stroke program.

As part of the accreditation process, DNV assessed patient care settings involved with stroke care including Emergency Medical Services teams, inpatient units, outpatient settings, emergency department, imaging services, and rehabilitation associated with stroke care. DNV evaluated all areas of the program including patient outcomes and processes, care and services, and clinical and staff records.



Dr. John P. Furia

North Shore Railroad Company

NORTHUMBERLAND - The North Shore Railroad Company & Affiliates (NSHR) was recently recognized for its employees' safety efforts by the American Short Line and Regional Railroad Association (ASLRRRA) in Washington, DC. The ASLRRRA awarded short line railroads, operated by NSHR,

Jake Safety Awards with Distinction. These 2015 awards were received by: the Juniata Valley Railroad, the Lycoming Valley Railroad, the Nittany & Bald Eagle Railroad, the Shamokin Valley Railroad, and the Union County Industrial Railroad. In 2015, NSHR achieved a cumulative company safety record of 1.05 injuries per 200,000 man-hours worked. The ASLRRRA national average for 2015 was 2.58 injuries per 200,000 man-hours worked. The injury rate per 200,000 man-hours worked is the Federal Railroad Administration's metric for measuring how safe a railroad is - the lower that number, the safer the railroad.

Shane Smith, NSHR Superintendent/Rules Examiner, said, "It's truly an honor to receive safety awards, especially from ASLRRRA. Our 2015 safety record is a real testament of our employee's dedication to keeping themselves, each other, and their communities safe. They do a great job! Our core safety objective is to reduce injury and illness rates and preserve a culture that is committed to workplace safety and health." In other news, the Nittany & Bald Eagle Railroad won the American Short Line and Regional Railroad Association (ASLRRRA) 2016 Marketing Award in a Joint Effort with the Buffalo & Pittsburgh Railroad.

New York Life

SCRANTON – Congratulations to John Hines and Steve Vanesko with New York Life. At the end of March, they were honored at the NAIFA Breakfast with The Rising Star Award.



Steve Vanesko (l) & John Hines (r)

Central PA Chamber of Commerce

MILTON – The Central PA Chamber was recently recognized in an online publication by Chambers for Innovation and Clean Energy, based in San Francisco. The article, in regard to the Green Business Recognition program, lets readers know that "the Chamber hosts an increasingly popular annual competition that rewards businesses that are taking advantage of energy efficiency, renewable energy, and related practices."



The Team CHOICE Award was presented to members of Evangelical Community Hospital's Phlebotomy Team, recognizing the highest standards of Communication, Hospitality, Ownership, Integrity, Confidentiality, and Empathy. Pictured, from left, are: Renee Hartman, MLS (ASCP), Admin. Director, Lab Services; Thomas Wilson, MT (ASCP), Lab Operations Mgr.; Mary Snyder, Quality Assurance & POC Coord.; Amanda Saxton, Phlebotomist; Ashley Stover, Phlebotomist; Sarah Smoker, Phlebotomist; Rachel Trelinski, Phlebotomist; Jessica Broker, Phlebotomist; and Angela Lahr, MT (ASCP), Assoc. VP, Clinical Operations.



Larson Design Group recently received a Diamond Award for Engineering Excellence in Category G, Water Resources, from the American Council of Engineering Companies of Pennsylvania. The winning project was the Borough of Danville's dike closure project. After 1972's Hurricane Agnes, the Pennsylvania Department of Environmental Protection worked on raising Danville's flood works to approximately two feet above the storm's high-water levels. The final phase of this undertaking was constructing a closure along Mahoning Creek near the intersection of State Routes 54 and 11. The previous method involved sandbagging a portion of SR 11 and the railroad crossing; time-consuming and labor-intensive, this did not provide adequate protection. Representatives from the Borough of Danville, as well as Larson Design Group employees, received the award at the ACEC/PA Diamond Awards Gala in Lancaster on March 10. From left, Dave Johnson and Steve Wilver, LDG; Shannon Berkey and Jamie Shrawder, Danville Borough; Sean Henderson, ACEC/PA; and Ed A'Zary, Danville Borough.

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Coldwell Banker Penn One Real Estate

LEWISBURG - Martha Barrick, broker/owner of Coldwell Banker Penn One Real Estate announced the office's monthly awards for the month of March.

The award for most gross commission closed was awarded to Ann Hilliard. She also received both the listing agent of the month and the sales agent of the month. "Ann is dedicated to making the most of each of her client's home buying or selling experiences," Barrick said. Coldwell Banker Penn One Real Estate is located at 331 Market St., Lewisburg, and can be reached at 570-524-7500 or coldwellbankerpennone.com. Coldwell Banker Penn One Real Estate has been serving the area for 29 years.



Ann Hilliard

Jersey Shore State Bank

LEWISBURG - Jersey Shore State Bank introduces Eli Whaley as a Business Development Lender. In 2012, Eli graduated from Indiana Wesleyan University, earning a Bachelors of Science in Media Communications. During his studies, Eli was hired in 2011 as a Territory Assistant with Arthrex, a manufacturing company that makes orthopedic surgical supplies. A few months after attaining his degree, Eli was promoted to a Distal Extremity Sales Representative for Arthrex.

In October of 2013, Eli was hired as a Business Development Representative with TinderBox, an online proposal software company. Eli climbed the company hierarchy quickly, moving into an Account Executive position by May of 2014. Eli would hold that position until November of 2015, when he would begin his transition to a career with Jersey Shore State Bank at the Lewisburg office.



Eli Whaley

Eli is young, eager, and ready to use his talents and experience for the betterment of Jersey Shore State Bank and the Lewisburg community. When Eli isn't putting in a hard day's work at the office, he can most often be found spending quality time with his fiancé, Whitney, or playing a pick-up game of basketball.

Trendz Hair Studio

MILTON - As of May 16, Heather Nickey of Trendz Hair Studio will be joining the team at Teresa's Hair Salon in Northumberland.

Heather hopes that her current clients will continue to see her at the new location where she will be offering the same services and pricing.

There will be extended hours. For more info, call 570-473-3998.

IN MEMORIAM

RAYMOND B. BOWERSOX

MILTON - Ray B. Bowersox, founder, owner and operator of Milton Transportation Inc., BTR Inc., Bowersox Truck Sales & Service Inc., Milton Warehouse and Distribution and Milton 32 Truck Plaza, passed away on Monday, March 21 at the age of 82.

Bowersox graduated from Milton High School in 1952 and was married to his wife, E. Lou (Satterfield) Bowersox for 41 years who survives. They have five children, nine grandchildren and two great-grandchildren. Ray served on the board of directors at West Milton State Bank for 34 years.

The family has asked that in lieu of flowers, donations in Ray's memory be made to either the Danville SPCA, 2801 Bloom Road, Danville, PA 17821, or to the National Parkinson's Foundation, 200 SE 1st St., Suite 800, Miami, FL 33131.



BERKSHIRE HATHAWAY HOMESERVICES

Several agents within the Berkshire Hathaway HomeServices family were recently honored for their sales achievements. The 2015 Honor Society Award was given to the top 13 percent of sales professionals nationwide. Above on the left is Mark Jeffers, Manager Business Consulting, and the right is Kevin Hodrick, Broker. They bookend winners: Sue Masley, Williamsport; Stacy Snyder, Williamsport; Lance Jensen, Williamsport; and Chase Tobias, Danville. Not pictured: Amie Penfield, Williamsport; Lisa Maxwell, Lewisburg; and Nicolette Wayand, Lewisburg. The Leading Edge Society Award, representing the top 7 percent of sales professionals, when to, pictured below from left: Connie May, Lewisburg; Pam Anderson, Danville; and Pam Snyder, Lewisburg (not pictured).



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FEEDING A GOOD FOOD

Article provided courtesy of Warrior Run Petcare Center, Watsonstown.
Reach them at 570-538-2393 and www.warriorrunpetcare.com.

Feeding a quality diet to your dog or cat can improve his health and prolong his life. Dog and cat food companies spend a lot of time and money to influence you to buy their product. How can you see through all the hype and determine if a food is a good one or not? Integrity of the company.



A good company will use quality ingredients formulated for your pet's well-being. A poor company will use fillers and cheaper ingredients to make more money. Look at the daily quantity recommended to feed. Good ingredients are more digestible so your pet will need to eat less to get his nutrition. A medium size dog may only need two cups a day of a good diet but will need three, four or more of a lesser quality food.

Look at the ingredient list because dogs and cats need a meat-based diet. Ingredients are listed in order of most to least used by weight. Meat should be first ingredient. Watch out for ingredients other than meat that are listed several ways, such as whole corn, corn meal, cracked corn and corn gluten meal. If you added up all the corn, it will probably be the number one ingredient. This is a way companies manipulate an ingredient to let it look like there is less in the food. Also watch out for unknown ingredients. Animal fat, animal proteins, animal digest, etc. can change from bag to bag and comes from unknown sources, even rats and other lab animals can be used.

No sugars, artificial colors and preservatives - only foods that do not contain enough meat to make it palatable to your pet use sugar to make the food acceptable. Just as you wouldn't feed your child nothing but desserts, you shouldn't feed a dog or cat food loaded with sugars. Avoid foods with sugar, corn syrup, propylene glycol, sucrose, and other sugars. Artificial colors are added to lower quality foods to make it more appealing to you, your pet doesn't care what color his food is. Plain brown is best! Some artificial preservatives used in pet food are possible carcinogens that can't be used in human food.

More pets have diabetes due to high sugar and high glycemic index ingredients. A lot of grains such as corn are high glycemic index foods as well as tapioca which is used in lower quality grain free foods. Look for foods with brown rice instead of white rice, sweet potato instead of white potato, and low glycemic foods such as garbanzo beans, lentils, and pea or split pea.

Taking the time to read the information provided on the bag of pet food will pay big dividends for your pet when you choose a healthier food for them.



Another great Joint Legislative Breakfast Friday morning, April 15 at the Country Cupboard, Lewisburg. The main speaker was state Auditor General Eugene DePasquale. Thank you to our breakfast sponsor, Susquehanna Valley CASA, and everyone who attended! From left, the Susquehanna Valley CASA representation: Yvonne Heatley, Alesha Emery, Jennifer Rempe, along with Bruce Smith, Central PA Chamber President/CEO. The next Legislative Breakfast is Friday, June 24. Register at www.centralpachamber.com/events.

CENTRAL PA
CHAMBER OF COMMERCE
Our Business Is Your Business

Another great Joint Legislative Breakfast Friday morning, April 15 at the Country Cupboard, Lewisburg. The main speaker was state Auditor General Eugene DePasquale. Thank you to our breakfast sponsor, Susquehanna Valley CASA, and everyone who attended! From left, the Susquehanna Valley CASA representation: Yvonne Heatley, Alesha Emery, Jennifer Rempe, along with Bruce Smith, Central PA Chamber President/CEO. The next Legislative Breakfast is Friday, June 24. Register at www.centralpachamber.com/events.



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Tips from Tea Jay

TURN YOUR PERSONALITY INTO A MASTERPIECE



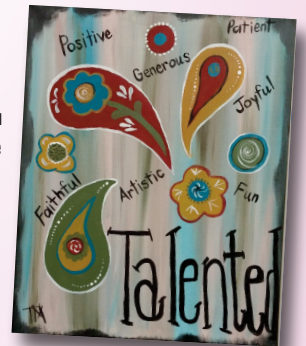
Low self-esteem puts a ceiling on our potential. Think about that for a minute. It is true. The day you have your best suit on, or when your hair laid just right, you tend to hold your head up a little higher - don't you?

That is just a simple example. Now let's dig deeper. I believe that we all have a desire to be all we can be and go beyond where we are today. That being said, you must see value in yourself to add value to yourself. Far too often I meet with Members who don't give themselves nearly enough credit for who they are and what difference they make. We all are guilty of comparing ourselves to someone else, and we are not like anyone else and for a good reason. What do people recognize in you, rely on you for or appreciate most about you? That is what makes you stand out. Imagine taking those things people recognize, rely on and appreciate about you and turning them into a tool to empower you daily. A definition of Empower is "to make someone stronger and more confident, especially in controlling their life and claiming their rights." I believe the more empowered we are, the better we will be not only in business but also in life as a whole.

We all can benefit from building our self-image. You need to become your own cheerleader. Stop self-limiting thinking, be true to yourself and celebrate!

I encourage you to join me from 5 to 8 p.m. Thursday, May 19 at Paint Party and More, Milton, to do just that and much more! The event will help you create your masterpiece to remind you every day of your best personal qualities and make your self-esteem rise to break through the self-created ceiling on your potential.

Register for the event via our Web site (www.centralpachamber.com/events). Once registered, I will personally send you the tools and a video needed to prepare you for that impactful evening. We will also have the pleasure of hearing Kevin J. Sensenig, Ph.D., RODP of Interaction Dynamics Group speak about the Law of the Mirror and enjoy light refreshments while networking. This event is open to anyone and everyone. There is no need to be a Member of the Central PA Chamber.



I can't wait to receive your registration! Traci Messinger of Paint Party and More already created her Empowering Masterpiece - Now it's your turn!

Tea Jay

Tea Jay Aikey
Executive/Finance Assistant
tjaikey@centralpachamber.com

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Suncom Industries, Inc. is pleased to announce it has received a \$500 grant from Northumberland County Behavioral Health/Intellectual Developmental Services for "Spreading the Spark: Employment 1st!" These funds were utilized by Suncom to begin an "Employment 1st Spark Library" of technology equipment for program participants. Suncom used the funds to help purchase two iPads which are being used by participants enrolled in Suncom's prevocational program and who work in the community. At left is Suncom staff member Gretchen Gaugler, working with Alice Straub. Alice is working on job interview skill development using an iPad, which the micro-grant funds helped purchase.



It was no joke...the Chamber held its first-ever "off-site" Breakfast Briefing on April 1 at The 2nd Street Smokehouse & Grill, which sponsored the event along with Lewisburg Pharmacy. Pictured are the hosts, David and Tabitha Gessner of The 2nd Street Smokehouse & Grill. Brad Gill also spoke for the adjoining Lewisburg Pharmacy.



The Central PA Chamber was happy to celebrate with MePush on Thursday, April 7 to cut the ribbon on its newest location at 35 E. Market St., Bloomsburg. Need a place to relax, plug in or get some computer help?...Stop on by! From left, are: Bruce Smith, Central PA Chamber President/CEO; Connor Quinlan, MePush CEO; Tyler Kazar, COO; Craig Deter, IT Specialist & Bloomsburg Shop Manager; Ty Hoban, Field Service Director; Art Ocain, CTO; Bloomsburg Mayor Sandy Davis; and Fred Gaffney, President of The Columbia Montour Chamber of Commerce.

BUSINESS & EDUCATION



Left: John Yogodzinski of The Graphic Hive discusses the marketing opportunities involved in social media at the latest Seminar & Training Series class on Friday, April 22. The topic "Social Media for Business" was so popular; Yogodzinski is coming back to the Chamber to offer a "Part 2" on Friday, May 27. Details are on the back page. You did not have to attend the first class, to come to this one!

Below: State Rep. Lynda Schlegel Culver talks about career paths with students following the Legislative Breakfast on April 15 at Country Cupboard. From left, are: Warrior Run High School Seniors Emily Hemphill, Jennifer Dowdy, Madison McConnell and Rachel Grow, and Rep. Schlegel Culver.



THANK YOU TO THE FOLLOWING MEMBERS WHO MADE OUR BUILDING LEADERS FOR THE SUSQUEHANNA VALLEY GRADUATION CEREMONY A HUGE SUCCESS!



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Follow along in everything BLSV does each month here in "It's Your Business," and on the Building Leaders for the Susquehanna Valley Facebook page!

BLSV relies heavily on the support of the Central PA Chamber membership, to provide opportunities and more often, volunteers. Last year, BLSV welcomed more than 50 volunteers. If interested in supporting/growing our leaders of tomorrow,

call BLSV Director Jeff Shaffer at
570-742-7341 or email jshaffer@centralpachamber.com.

Location	Acreage	Sq. Ft. of Building	Terms	Reference	Contact Name	Contact Phone
8911 River Road, West Milton	1.12	3480	Sale	20-60830	Ann Hilliard	570-850-7329
809 N Market Street, Selingsgrove	.86	8700	Sale	20-60590	Jim Keister	570-274-1447
477 Park Road, Winfield	1.00	1196	Sale	20-57838	Linda Treese	570-490-7029
1240 Montour Boulevard, Danville	2.90	13868	Sale	20-66295	Scott Mertz	570-524-2120
205 Bull Run Crossing, Lewisburg	3.6	10400	Sale	20-66719	Scott Mertz	570-524-2120
Type of Property: INDUSTRIAL BUILDINGS						
5470 State Route 405, Milton	1.10	5,000	Lease	MFLP	Kimber Benschoff ext 102	570-742-7984
620 Old Route 15, New Columbia	N/A	12,000	Lease	Bldg C	Valerie Bieber	570-522-9181
78 Industrial Drive, Delano	5.0	38,767	Sale/Lease	Namutka	Mericle Comm. Real Estate	570-823-1100
18 Industrial Drive, Bloomsburg	4.22	56,500	Sale	Rokosz	Mericle Comm. Real Estate	570-823-1100
Reed Industrial Park	14	131,000	Sale/Lease	6880	Jim King	570-742-7341
2435 Houels Run Road, Milton	18.06	81,447	Sale/Lease	Bower	Mericle Comm. Real Estate	570-323-1100
117 N. Industrial Park Road, Milton	5	30,000	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
434 Swartz Road, Lewisburg	20.00	33,000	Lease	Cortese	Mericle Comm. Real Estate	570-323-1100
110 Reynolds Street, S. Williamsport	4.6	105,429	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
155 Bower Street Ext., Montgomery	1.47	24,762	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
30 East Rittenhouse Mill Road, Berwick	2.49	5,000	Sale	Rokosz	Mericle Comm. Real Estate	570-823-1100
3357 Old Route 15, White Deer	9.88	70,000	Lease	Bower	Mericle Comm. Real Estate	570-323-1100
202 S. Chestnut Street, Millville	3.0	20,900	Lease	Cortese	Mericle Comm. Real Estate	570-232-1100
335 W. Walnut Street, Hazelton	1.26	10,000	Sale/Lease	Daris	Mericle Comm. Real Estate	570-823-1100 x246
3231 Locoming Creek Road, Williamsport	15.74	148,000	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
401 E Front Street, Freeburg	18.13	85,000	Sale	20-65028	Larry Johnson	570-847-0552
201 N. Industrial Park Drive, Milton	13.3	117,000	Sale	Rager	Ruby Realty Inc.	570-419-8002
Type of Property: WAREHOUSE BUILDINGS						
294 North Industrial Park Rd, Milton	N/A	100,000	Lease	Building #1	Andy Comrey	570-246-5871
13 South Industrial Park Road, Milton	N/A	80,000	Rent	Var. Bldgs	Kim Benschoff	570-742-7984 x102
13 South Industrial Park Road, Milton	N/A	25,000	Rent	Building #5	Kim Benschoff	570-742-7984 x102
13 South Industrial Park Road, Milton	N/A	40,000	Lease	Building #8	Kim Benschoff	570-742-7984 x102
13 South Industrial Park Road, Milton	N/A	40,000	Lease	Building #7	Kim Benschoff	570-742-7984 x102
2nd Floor 101 Locust Street, Milton	N/A	N/A	Rent	N/A	Amy Moyer	570-452-4894
13 S. Industrial Park Road, Milton (Bldg #7)		15,000	Lease	Cortese	Mericle Comm. Real Estate	570-323-1100
13 S. Industrial Park Road, Milton (Bldg #8)		40,000	Lease	Cortese	Mericle Comm. Real Estate	570-323-1100
13 S. Industrial Park Road, Milton (Bldg #1)		6,000	Lease	Cortese	Mericle Comm. Real Estate	570-323-1100
700 Hepburn Street, Milton	5.26	184,000	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
100 8 th Street, Milton	.93	6,000	Lease/Sale	N/A	Ann Hilliard	570-850-7329
Type of Property: RESTAURANT BUILDINGS						
609 N Susquehanna Trail, Selingsgrove	N/A	3,444	Lease	20-66148	Larry Johnson	570-847-0552
37 Main Street, Turbotville	N/A	1,670	Sale	10-46072	Lise Barrick	570-524-7500
Type of Property: SPECIAL USE BUILDINGS						
2355 Route 442, Muncy	4.02	13,000	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
Type of Property: SHOPPING CENTERS						
225 Columbia Mall Drive, Bloomsburg	52	50,289	Lease	Namutka	Mericle Comm. Real Estate	570-823-1100 x314 or 219
830 Schuylkill Mall, Frackville	185	75,433	Lease	Namutka	Mericle Comm. Real Estate	570-823-1100 x314 or 219
Type of Property: APARTMENTS						
Main & River, New Columbia	3 parcels	2 buildings	Sale	11 Units	Valerie Bieber	570-522-9181
133 Market Street, Lewisburg	N/A	1500	Lease	N/A	Mary Anne Fleisher	570-975-5806
Type of Property: BUSINESS FOR SALE						
Double B's Pizza & Subs, Dushore	- BUSINESS ONLY -	operating in leased premises		Bower	Mericle Comm. Real Estate	570-323-1100
Pizza To Go, Jersey Shore, PA	.77	1,589	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
Rita's Italian Ice, Danville, PA	- BUSINESS ONLY -	operating in leased premises		20-61455	Scott Mertz	570-524-2120
Jacks Mountain Freeze, Middleburg	.67	818	Sale	20-64274	Scott Mertz	570-524-2120
Laundromat, Northumberland	.25	1,500	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
South Reach Road, Williamsport	163	N/A	Sale	Bower/Adams	Mericle Comm. Real Estate	570-323-1100
Buttermilk Falls Campground, Shunk	35	4 cabins & 3 bldgs	Sale	Bower/Adams	Mericle Comm. Real Estate	570-323-1100 NEW

Ann & Katie Hilliard

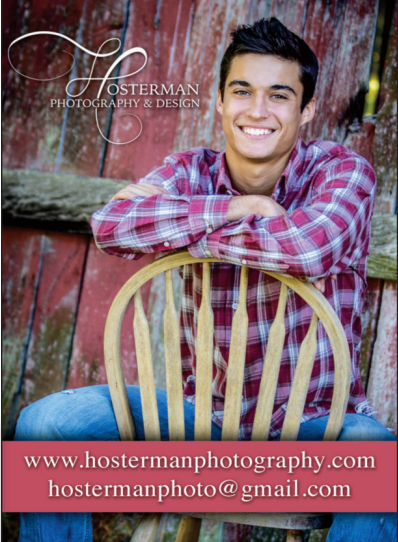


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UPCOMING CHAMBER EVENTS

CENTRAL PA
BUSINESS & EDUCATION ASSOCIATION
Seminar & Training Series
Social Media for Business "Part 2"

9 to 11 a.m. Friday, May 27 @
Central PA Chamber of Commerce, 30 Lawton Lane, Milton
Cost: \$25 for Central PA Chamber Members; \$35 for Non-members

Register: www.centralpachamber.com/events

Due to the popularity of the previous Social Media for Business class, a second has been made available to cover social media topics important to businesses and organizations. You did not have to attend the first class to be eligible, but be aware some content has already been covered.

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BREAKFAST BRIEFING

Friday, June 3
7:30 - 9:00 a.m.

PRONTO - 232 Market Street Lewisburg
Must Register to Attend

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JOINT LEGISLATIVE BREAKFAST

LOCAL ISSUES - Friday, June 24
7:30 - 9:00 a.m.

The Country Cupboard, Lewisburg- \$15

Sponsored by: **Penn State Extension**

Register for all Chamber events online at www.centralpachamber.com
(click on events) For questions, call 570-742-7341 or 570-768-4900.

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DATA BREACH, CHIP CARD, & EMV

WHAT IT ALL MEANS!

We've all heard about the recent data breaches at companies like Target and Home Depot, however most breaches never make national news, in fact, the majority of them are never made public. There are over 1.2 billion credit cards in the US today and a recent list known data breaches shows more than 534 million records were compromised since 2005.

With this seemingly endless string of data breaches there is an initiative in the US aimed at reducing the value of the information obtained during these breaches. It's known as Europay, MasterCard and Visa "EMV", a global payment acceptance specification adopted by the credit card brands that ensures cards, embedded with a microchip, will work with point-of-sale terminals and ATMs from country to country, to authenticate transactions.

For many years EMV has flourished in Europe, with more than 80% of cards and 95% of merchants enabled with EMV chips and equipment able to accept EMV transactions.

However as one of the last industrialized countries to adopt the EMV standard, in 2012, the major US card networks announced plans for EMV adoption to discourage rising card fraud.

While banks have been slow to introduce chip enabled cards, beginning October 2015, merchants will be responsible for fraud losses if they are not able to process EMV cards, which requires EMV capable devices costing merchants up to \$900. However there is help says Brad Thomas, CEO of Practical Business Solutions as he announced the "Practical Path to EMV Migration Program" earlier this year offering merchants the opportunity to upgrade to an EMV compliant solutions free of charge. Thomas also went on to say many businesses are slow to adopt EMV because they don't perceive any problems with fraud however, as larger companies make customer payments more secure, fraudsters will migrate to the smaller merchants who remain more vulnerable.

Merchants missing the October 2015 deadline could come with great risk as the costs for credit card fraud will fall on the merchant if they are using technology which precedes the EMV standard, which is estimated to cost US merchants greater than \$10 billion. For those responsible for a business, it is imperative that you begin preparing for EMV migration immediately. A practical approach to consider is:

Contact your merchant services provider.

Ask what you need to do for EMV.

Shop around.

There are many options, with a variety of upfront cost and monthly fees.

Consider software.

Utilize complaint software or point-of-sale.

Think about training.

Employees need to understand how to accept these different methods of payment.

Evaluate other antifraud measures.

When upgrading it makes sense to evaluate all means of reducing fraud.

For assistance with your EMV migration or more information on the **Practical Path to EMV Migration Program** please contact Glenn Folio.

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