

IT'S YOUR BUSINESS

Volume 1, Issue 8 • AUGUST 2016

CENTRAL PA
CHAMBER OF COMMERCE

My



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



Follow us on Facebook,
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MILTON - Do you love your Chamber?

It turns out that many members love their Central PA Chamber of Commerce. This summer, the Chamber began producing video testimonials of its members collectively called "I Love My Chamber." The reasons may vary, but the feelings are the same.



"The biggest reason is because they treat me like I'm a special member of the community who has something great to offer others," said Erin Conner of TELOS Educational Services. "They've supported me in that endeavor greatly!"

Jennifer Rempe of Graphite Grantworks added, "This Chamber is just the most congenial, friendly group of people I have ever met who have my business interests at heart."

Other members point to the ongoing support through low-cost membership, which includes learning events, networking opportunities and other activities. "It helps me promote my business..." said Pam Showers, an AdvoCare Independent Distributor. "I can connect with other businesses in my community who are also making a different."

Some members like working right along side the Chamber to reach more people, like John Yogodzinski of The Graphic Hive, Converge Gallery and Frame It Here. "I've partnered with the Chamber for a couple of educational events that went over really well. I'm proud to be a member and meet everyone else a part of it."

Continued on Page 3... MY CHAMBER

Erin Conner of TELOS Educational Services, Montandon, makes a heart gesture during her video testimonial of "I Love My Chamber". Do you love your Central PA Chamber, too?

The Central PA Chamber crew was surprised and honored to be given the Charles H. Coder Entrepreneurial Leadership Award by the Bucknell Small Business Development Center (SBDC) on Friday, July 15 at the Elaine Langone Center on the Bucknell University Campus. From left, are: Jeff Shaffer, Communication & Education Manager; Jim King, volunteer; Tea Jay Aikey, Executive & Finance Assistant; and Bruce Smith, President & CEO. Thank you to our friends at the Bucknell SBDC for this great recognition! Central PA Chamber member Michael Levan of Novipod was given the Small Business Person of the Year Award! Other winners were: Kaitlin Shuck of



Photo provided by Kathryn Miller Photography

Threading Love, Social Entrepreneur of the Year; and Mary

Tiffin of RunLites, Innovation in New Product Development Award. Additional Chamber members had their businesses on display at the Bucknell SBDC's Celebration of Small Business, including: Gilson Boards, Novipod and Heritage Springs Memory Care.

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BOARD OF DIRECTORS

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EDUCATIONAL PARTNERS

- Meadowbrook Christian School • Milton Area School District
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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



SUMMER OF LOVE

Love is in the air...or at least within the Central PA Chamber's online presence!

As you'll see on this month's cover, we're encouraging the entire membership to take the opportunity to tell everyone why they are happy to say "I Love My Chamber."

We are truly humbled by the responses thus far. It's our most sincere goal to provide each and every member with the services they crucially need and even exceed expectations whenever possible. We're here for you, and we love our members, too! Please, don't keep your love of the Central PA Chamber a secret...help other area businesses and organizations better understand why you're a member!

The whole staff is still deeply touched by the recognition received at the Bucknell Small Business Development Center's Celebration of Small Business. If you missed it, check out the cover page!

Also featured this month, our Member Spotlights are focused on Hans CedarDale Satellite Systems and Susquehanna Fire Equipment Company. Both of these businesses provide great services that nearly everyone can use. Learn more about their missions and what drives them to provide ample service!

Did you know you could keep tabs on who joined the Chamber since last month? All you have to do is turn to page 4 for the New Members listings, full of contact information. It feels good when people take the time to reach out and welcome new members. So, share the love!

If you want to see some big smiles, turn to the Business & Education page (p. 13) to see who the big winners were from our inaugural Golf Ball Drop! held on June 16 immediately following the 15th Annual Central PA Business & Education Association Golf Tournament at Bucknell Golf Club. Hmm, how did everyone spend their winnings?...group lunch outing...new office supplies?

Plenty of members are keeping busy throughout this season. Of course, we highly encourage you to check out their events, network and just have a great time in general. For details, turn to pages 6 and 7.

Results of our Member Survey were still being tallied as of press time, but it already has our Executive & Finance Assistant Tea Jay Aikey on a mission. Find out what she wants more members to understand and utilize on page 12.

With summer starting to wind down already (hard to believe!), check out the upcoming Chamber events on the back page. We look forward to seeing you and working with you again in the near future.

Until then, enjoy the issue!



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

Chamber Report Submission Deadlines and Distribution

CIRCULATION DATE	SUBMISSION DATE
SEPTEMBER 3	AUGUST 19
OCTOBER 1	SEPTEMBER 16

Interested in advertising in this publication?
Contact Brett at Heritage Printers today!
chamber@heritageprinter.com or call 570.966.1120

MY CHAMBER *(continued)*

And, for other members, it's about the accessibility of the Chamber staff, which is also willing to listen to and work with members on a variety of ideas and concepts.

"I Love My Chamber mostly because of the minimal cost of networking and doing activities, but also the support of the team – Tea Jay, Jeff and Bruce," said Chris Pinchak of Heaven's Best Carpet Cleaning. "They're always in touch with me," said Norm Jones of The Coup Agency. "A phone call, an email, even a Facebook post...They're easy to get a hold of."

If you have something to share about the Central PA Chamber, we would "LOVE" to hear from you! If you have a smartphone, it's as easy as taking a video and sending it to Communication & Education Manager Jeff Shaffer. Give it a try! But, if you're uncomfortable taking a video, contact Jeff at jshaffer@centralpachamber.com or 570-742-7341 to arrange a time to be recorded.

For full details, visit www.centralpachamber.com or send an email. These testimonials aren't only a means of promoting your Chamber but you and your business as well. A new video appears each Tuesday (#testimonialtuesday) on the Central PA Chamber Facebook page. The videos are also featured on the Chamber Web site and on YouTube. The Chamber staff loves to promote its members, even when the members are promoting the Chamber!



CHAMBER RECEIVES A FRESH LOOK

MILTON – If you haven't been to the Central PA Chamber offices in a little while, you should stop in and check out the number of updates made to better serve the membership.

When stepping into the building, you'll instantly notice all of the brochure racks have joined the card racks in the hall leading to the reception area. This will allow guests – day and night – even more access to information about your business/organization. There hasn't been a better time to make sure we have your materials available to our many visitors!

There are even exclusive brochure and card racks for The President's Club members. These two features sandwich the all new President's Club wall, adorning large colorful logos. This was professionally installed by member Cindy Potoeski of Decal Dynasty, Millmont. Interested in being in The President's Club? Give us a call at 570-742-7341.

Down the other hall, a special section features The Chamber Impact Award winners from the past two years. Across the hall are portraits of the Central PA Chamber's Board of Directors. T-Ross Brothers Construction provided a beautiful new frame for the portraits. In case you missed it this spring, Traci Messinger of Paint, Party and More, Milton, added a wall-sized tree in the backroom, which features our Green Business of the Year Award winners.

Inside the boardroom, new carpet was laid by Garvey's Floor Gallery, Bloomsburg and Northumberland, and the walls were painted by Orvis Long Painting of Selinsgrove. The hallways, backroom, reception area, office hallways and copy room were painted as well. Also in the boardroom, the Chamber's vision and mission statements and slogan have been added to the walls, thanks to Decal Dynasty.



ABOVE: Cindy Potoeski of Decal Dynasty stands by her work, adding the Chamber's vision and mission statements to the boardroom wall. RIGHT: Fresh paint by Orvis Long Painting and fresh carpet by Garvey's Floor Gallery has the boardroom looking sharp! Remember, the boardroom is free for all members to use. However, reservations MUST be made. Call 570-742-7341.

It's so great to work with our Chamber members on these projects. Please, come see their fine work during office hours (8:30 a.m. to 4:30 p.m. Monday through Friday) or attend one of our upcoming events! Event details are on the back page!



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 July 20, 2016)

- Ann & Kathryn Hilliard- Coldwell Banker Penn One
- Brooks Funeral Home & Cremation Services, P.C.
- Century 21 Mertz & Associates, Inc.
- Rusty Clugston III
- Elmcraft Senior Living Inc
- IGS CNG Services
- Keystone Sporting Arms, LLC
- Matt Ostrowsky - State Farm Insurance
- Patton Warehousing, LLC
- ProCare Physical Therapy
- S & L Services, Inc.
- Tastefully Simple (Jeanne Bontomase)
- The ARC Susquehanna Valley



More than 100 volunteers recently attended RiverWoods' Volunteer Appreciation Breakfast, including individuals who serve: Lewisburg/Milton Meals on Wheels, RiverWoods Auxiliary, Albright Care Services' Grande Illumination, Slifer House Museum and other areas. RiverWoods volunteers provide many different areas of assistance, from dog therapy services to serving as greeters at front desks. Volunteers were treated to a hot breakfast buffet, live piano music and a small gift in appreciation of their service to RiverWoods Senior Living Community. Volunteers are always needed. Contact Cookie Connolly, community enrichment director, at 570-522-6176 or e-mail Cookie.Connolly@albrightcare.org to become involved.

NEW MEMBERS

ALWAYS POSITIVE GROUP

PO Box 794 • Turnersville, NJ 08012
856-401-9111 • www.alwayspositivegroup.com
Joseph Lanzi - Owner

Marketing, Promotions & Event planning.

CHARLENE'S PETAL TALK

200 North Arch Street • Milton, PA 17847
570-490-9597
Charlene Heddings - Owner

Flower shop that sells fresh and silk flowers, gifts, baskets, balloons and rents tuxedos.

FINANCIAL ABUNDANCE

23 North Serr Drive, Suite 20 • Lewisburg, PA 17837
814-867-5745 • www.faicoach.com
Paul Nichols - President/Founder

Financial Abundance is a fee-only, registered investment advisor firm (RIA), with offices in State College and Lewisburg. We are a holistic financial planning firm offering services on Roth's, IRA's, 401k's, retirement income, life insurance and estate planning.

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COUNSELOR ADVOCATE – 2ND SHIFT

Transitions is seeking a Counselor/Advocate to provide direct services 3p-11p, Mon-Fri. Req. related Bachelor's degree.

Interested applicants should visit www.transitionsofpa.org for job descriptions and quals. needed. Please send resume to P O Box 170, Lewisburg, PA 17837 by August 12.
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DATE: AUGUST 12TH, 2016

TIME: 9:00 AM - 11:00 AM

LOCATION: CENTRAL PA CHAMBER OF COMMERCE

ADDRESS: 30 LAWTON LANE, MILTON PA 17847

RSVP: svanesko@ft.nyl.com OR

jjhines@ft.newyorklife.com

STEPHEN VASNESKO/JOHN HINES

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The Company You Keep[®]



**MEMBER
Spotlight**

**Susquehanna Fire
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Keith D. Foust, President
PO Box 209, 2122 Main Street
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1-800-822-2105

WHAT MAKES YOUR BUSINESS/ORGANIZATION UNIQUE?

We provide fire protection equipment and services for industry and businesses along with personal protective equipment and services for fire-fighting.

HOW DO YOU MARKET YOUR BUSINESS?

Our Web site www.susquehannafire.com, Facebook, Twitter, LinkedIn, industry trade-shows, trade magazines, community involvement and Chamber participation.

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

Susquehanna Fire Equipment Company is committed to its customers by providing the most innovative and advanced fire, safety, suppression systems, and services available today to protect lives and property. In addition, it is our responsibility to grow and sustain our company to achieve profitability that will support our commitments and sustain growth for our customers, employees and suppliers.

HOW MANY DOES YOUR BUSINESS EMPLOY?

31 full-time and 4 part-time

ADVICE TO THOSE WHO OWN THEIR OWN BUSINESS?

Get up early, put in a good day's work and never take "no" for an answer. There is a "yes" in there somewhere that sometimes just needs persistence.

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

I like to play golf, spend summers at my camp in Canada and go on Caribbean Cruises.

WHAT WORDS DO YOU LIVE BY?

Least important word is "I" and the most important words are "We", "Thank you", "All is Forgiven", "What is your opinion", and "You did a great job".

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

United Way, Fire Department Sponsorships, Support the Arts at the local public schools and participate in Chamber activities.

WHAT ARE THE CHARACTERISTICS YOU LOOK FOR IN EMPLOYEES?

Honesty, passion, dedication and industriousness.



**Hans CedarDale
Satellite Inc.**



Tammy Hans

3402 US 220 Highway
Hughesville, PA 17737
hanscedardalesat@windstream.net
570-584-5349
www.hanscedardale.com

WHAT MAKES YOUR BUSINESS/ORGANIZATION UNIQUE?

We are a family owned and operated business that has been serving the area for more than 32 years. We provide excellent service to all our customers. We are committed to providing the best quality service at the most reasonable price.

HOW DO YOU MARKET YOUR BUSINESS?

We utilize print ads, radio ads, social media, a Web site, referral program and most importantly word of mouth.

HOW MANY DOES YOUR BUSINESS EMPLOY?

8 Full-Time/2 Part-Time

ADVICE TO THOSE WHO OWN THEIR OWN BUSINESS?

Provide the best possible service to all of your customers consistently. Advertise!

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

Think of all the things I need to do for work.

WORDS TO LIVE BY?

Treat everyone with respect!

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

We try to support our local schools and any causes our employees want to get involved in. For example, one of our employees is very active in Making Strides, a local cancer organization, so we try to support her in any way we can.

WHAT ARE THE TOP 3 COMPANY PRIORITIES YOU FOCUS ON?

Customer service, Keeping employees motivated and happy, and Market for business growth

WHAT ARE THE CHARACTERISTICS YOU LOOK FOR IN EMPLOYEES?

Highly motivated, happy, trainable and goal oriented.

DAVIS, DAVIS & KAAR
Attorneys at Law

*Wills & Estate Planning * Real Estate *
*Family Law * Business Law * Personal Injuries *

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WHAT'S HAPPENING: MEMBER EVENTS

Chinese Auction

AND BASKET RAFFLE

St. John UCC Fellowship Hall
906 Old Route 15, New Columbia

FRIDAY - AUGUST 5, 6-8 pm
SATURDAY - AUGUST 6, 10-2 pm
SUNDAY - AUGUST 7, 12-4 pm

Contact Marly at 570-412-5127 for more information

Something for everyone!



Evangelical Community Hospital's

30th Golf Classic Event

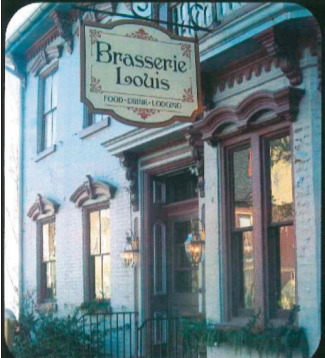
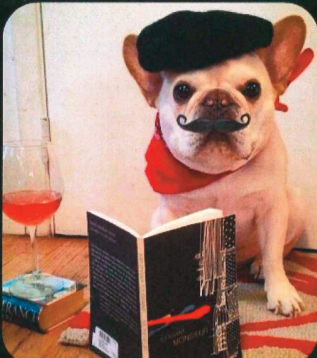
Friday, August 12

Susquehanna Valley Country Club

Scramble format - Shotgun starts at 8 am and 1:30 pm - \$135 per Golfer

includes green fees, cart, lunch buffet, refreshments on the course, light breakfast and light dinner

for more information call 570-522-2685 or email fundraising@evanhospital.com

- HAVEN TO HOME -

Yappy Hour

at the Brasserie Louis

101 MARKET STREET LEWISBURG

Bring along your canine companion and eat out on the patio!

Join us from 4-8 pm on any of the following dates!

August 28
Sept. 25
Oct. 30

MORE YAPPY HOUR

- TO BENEFIT HAVEN TO HOME -

Ric's

Rt. 405, just over the Lewisburg/Milton river bridge

4pm to 8pm

Sunday's

(weather permitting on the patio)
08/07, 09/11 & 10/02

Meet Adoptable Dogs

Bring your well-behaved, leashed, vaccinated dog for a tail-wagging good time
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SUPERHERO 5K RUN WALK

Saturday, Sept. 17, 2016 • 9 a.m.
Lewisburg Area Recreation Park
St. Mary & N. 15th Streets, Lewisburg

RACE APPLICATION - ALL FIELDS ARE REQUIRED

Online registration available at: www.Afitevent.com/hero.html

Lewisburg Crafts in Autumn

October 15-16, 2016

The Lewisburg Crafts in Autumn Show will be held at the Donald H. Eichorn Middle School, 2057 Washington Ave, Lewisburg PA 17837. This two-day event will be held on October 15, from 10am to 5pm and October 16, 11am to 4pm. More than 50 local and state artists will display unique crafts, home décor, pottery, pet supplies and more.

Call us today! (856) 765-0118



Location:
Donald H. Eichorn Middle School
2057 Washington Ave
Lewisburg, PA 17837
www.bkenterprisenj.com

- Holiday Themed Crafts
- Home Décor
- Fall Home Show Expo
- Vendor Fair
- Delicious Food
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- Indoor Event



The Boy Scout Sash-Dash

Saturday, September 24th - Camp Karoondinha in Millmont, PA

A Boy Scout is many things - Physically Strong, Mentally Awake, and Prepared for anything! Are you?

Join us for the New Boy Scout Sash Dash and test your merit against 8 obstacles like "The Bully" and the "First Class Climb" in this 5k length obstacle run around Camp K!





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OCTOBER 15-16, 2016
Saturday 10 am - 6 pm
Sunday 11 am - 4 pm

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The Milton YMCA will be sponsoring a
FREE Summer Lunch Program



From now until August 19th!

All Kid Ages 1-18 are eligible for this program



Sandwich bag lunch with milk will be available daily at the

Brown Avenue Park 11:30-12:30
Columbia Avenue Playground 11:30-12:30
Milton Village 11:30-12:30
Fifth Street Playground 11:30-12:30
Mahoning Acres 11:00-12:00 (Tu-W-Th)

IMC UPCOMING SEMINARS & TRAININGS

DATE	SEMINAR	LOCATION	TIME
8/17/2016	R&D Tax Credit Training	Selinsgrove Borough Building 1 North High Street Selinsgrove, PA 17870	11:00 am - 2:00 pm
8/18/2016	Selling to the Government: The First Steps	MCIDC, One Belle Avenue, Lewistown, PA 17044	10:00 pm - 12:00 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
8/31/2016	Lean Manufacturing Level 1 Certification - Williamsport	IMC, 1127 W. 4th Street, Williamsport, PA 17801	8:00 am - 5:00 pm
9/1/2016	Lean Manufacturing Level 1 Certification - State College	Innovation Park at Penn State 200 Innovation Blvd Technology Center - University Park	10:00 pm - 12:00 pm



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Bucknell University

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 F (570) 577-1768
sbdc@bucknell.edu
www.bucknell.edu/sbdc

BUCKNELL SBDC UPCOMING SEMINARS & TRAININGS

DATE	SEMINAR	LOCATION	TIME	COST
8/12/2016	Lender Roundtable	Bucknell University Traditional Reading Room (213) Ellen Clarke Bertrand Library, Lewisburg, PA 17837	11:30 am - 1:00 pm	\$20
8/25/2016	Monster Workshop	Routes 11 & 15 2859 N. Susquehanna Trail Shamokin Dam, PA 17876	11:30 am - 1:30 pm	none
9/8/2016	Cowork at Startup Lewisburg	416 Market Street 2nd Floor Bucknell Entrepreneurs Incubator, Lewisburg, PA 17837	12:00 pm - 1:15 pm	none

YOU'RE MESSIN' WITH THE WRONG GUY

WILLAMSPORT - Converge Gallery is excited to present the work of local artist and comedian, Curt Miller in his exhibition, "You're Messin' With The Wrong Guy." Back in January, the public got a sneak peek of the work that would be featured in the upcoming July exhibition. Miller chose to examine the average "tough guy" persona and pair that with common pet peeves. The work is ironic in that tough guys in film and media are known for being hardworking, heroic at times, and without complaint. So, the thought of Marlin Brando or Willem Defoe, for example, sitting around complaining about the sound that people make when they chew their food seems eccentric. Since January, Miller has expanded on this concept and produced more than 30 different, new pieces for this show. The exhibition runs from now until Aug. 27.

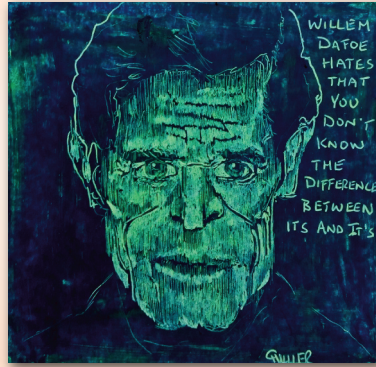
Miller grew up in a time when there was always a tough guy, be it in the cartoons that he watched, or on the teams he liked, and they fought on his side in any war when he went to see them in the movies. They were everywhere in pop culture. You wanted them to be because that is who you wanted to be. If a tough guy were around, you would defer to them. Not because they were bullies, but because a tough guy knew how to fight, they were confident, they didn't com-

plain and you could count on them. You could always be sure that John Wayne was going to ride in and save the day. Now, you just know that his real name is Marion.

Miller can identify who his grandfather and father would have thought were tough guys. Of course, he knew who he thought was tough, but can't tell who his sons think are tough guys, nor can they, except for some people who temporarily inherit some superhero roles. Miller said, "We all wanted to grow up to be tough guys, and then all of a sudden no one did, or no one could be. The tough guy became a joke as an Internet meme, or he became culturally unacceptable, or impossible archetype to maintain. We look to other people to save the day now. There are some single mothers who kick butt more consistently than Clint Eastwood ever did."

Maybe we don't need tough guys anymore.

Miller is from Montoursville and has lived in Pennsylvania his whole life. He works in oil pastel using a sgraffito technique. He scrapes into the surface of a scratchboard that is made by putting a dark value on top of a lighter value color of oil pastel. Miller has been creating works for more than 10 years now and exhibits at many craft and art fairs on the east coast.



CONVERGE GALLERY is located at 140 W. 4th St., Williamsport

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The 23rd annual Pennsylvania Cystic Fibrosis, Inc. (PACFI) Golf Classic was held June 17 at Wynding Brook Golf Club in Milton. At left is Pete Gordon, representing the Eagles Lodge #503 of Sunbury, accepting a Certificate of Appreciation from PACFI President Logan Roush. The Eagles entered two teams and a hole sponsor in the PACFI Golf Classic and previously donated more than \$600 to the PACFI Chinese Auction that was held in April. The Golf Classic netted \$10,000 for the organization. "We're really grateful for all the sponsors, donors, and players who support us year after year," Roush said. "Because we focus both on helping families and funding research." The 1st flight winners with a score of 61 were Bob Spangler, Jr., Jamie Spencer, Jack Rusch and Pat Clemente from Susquehanna Marble & Granite; 2nd flight winners with a score of 68 were Jeremy Wray, Bill Pick, Fred Smith and Bob Shenk; the Brookside Homes team of Greg Wagner, Bill Walter, Brian Glass and Jason Royer scored a 72 to win the 3rd flight; and the Logan's Ladies team of Lori Benschoff, Amanda Benschoff, Susan Armstrong and Melissa Mckee took the 4th flight with a score of 73. About 85 people attended the dinner and awards ceremony following the event.



Thank you to all who joined us for the latest Legislative Breakfast on June 24 at the Country Cupboard, Lewisburg. Everyone heard from a couple of county commissioners as well as our wonderful sponsor, Penn State Extension! From left: Ken Balliet, District Director for Penn State Extension; Malcolm Derk, Snyder County Commissioner; Richard Shoch, Northumberland County Commissioner; Jean Lonie, Director of Student Recruitment and Activities for Penn State Extension; and Bruce Smith, Central PA Chamber President/CEO. The next Legislative Breakfast is Friday, Sept. 16. Register at www.centralpachamber.com.

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Bits from Bruce

10 WAYS TO BUILD RAPPORT WITH PEOPLE



Building rapport and engaging with people, whether it's in person or online, takes practice. Much of it is based on intuition. It's about creating a bond, link, connection and understanding.

The goal is to connect with others and get them thinking, feeling, reacting and involved. It doesn't matter if you're in sales, own a business or work for someone else. Rapport building is an art and skill in communication that's used daily in all of our relationships. Here are 10 tips to help you get in sync with others and build rapport:

- 1. Be approachable.** In person, carry yourself in such a way that is easy-going, friendly and confident. When you're online, have a welcoming and intriguing profile.
- 2. Ask good questions.** People love to talk about themselves. Asking questions and paying attention to the answers helps you learn more about the other person and shows that you have a genuine interest in them. The key is in your follow-up. This is how they'll know you are truly catching their details.
- 3. Use their name.** In person, the sweetest sound to anyone is the sound of their own name. Sprinkle it into a conversation. Online, using Twitter as an example, if the person's name is not in their handle, click on their profile and get their name. It will take only a few seconds but sends that wonderful message of, "I care; I took the time to find out."
- 4. Understand that you can still have rapport with someone even though you disagree.** If you don't see eye-to-eye, you can be respectful and appreciate differing opinions. Communication and relationships are based on compromise. With both in person and online communication, you don't have to agree. A simple acknowledgement is usually sufficient and appreciated.
- 5. Stay upbeat.** No one likes to be around a complaining, negative victim. It's awfully difficult to connect and engage with people who are leaking poison. Be known for your positive attitude and willingness to help others.
- 6. Discover the fine art of small talk.** This will help in person and online especially if you feel shy or nervous. Have a few conversation starters up your sleeve in case you run into a snag. Always be looking for opportunities that connect you with others. It can be something as basic as liking the same sports team, having the same kind of SUV, or ordering the same lunch. Focus on similarities, not differences.
- 7. Notice how others handle information.** This is especially important in live conversations. It may be at a networking breakfast or on Skype. Does the other person like the big picture or do they prefer the fine details? As you speak, feed back information in the size they prefer.
- 8. Learn communication modalities.** If someone is a visual communicator, they will say things like, "Looks good to me" or "I get the picture". An auditory person will say things like, "That sounds good to me" or "Listen to this". Pay attention to the clues the person drops you (in person or online) and follow their modality.
- 9. Pick up on favorite words and phrases.** In a subtle way, intersperse them into your conversation. This will help you bond. It also brings a sense of comfort to the individual you're speaking with in person or online.
- 10. Watch and listen to people.** Pay attention to those you admire who seem to easily connect and engage with others, particularly strangers. Whether it's in person or online, observe the conversations, posts and Tweets. What works for them? How do they break the ice and bond with others? How do people respond to them?

Rapport is about making a two-way connection. How do you know that's happened? You experience a genuine sense of trust and respect with another human being. You easily engage with them, regardless of how different the two of you may be. You feel like you are listening and being listened to. That's rapport.

Bruce

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

EVAN INTRODUCES BEDSIDE BISTRO

LEWISBURG - Evangelical Community Hospital recently began offering patients a new dining option. The Bedside Bistro Dining program is a room service-type offering centered around choice and customer service for patients who find themselves at the Hospital for a short or extended stay.

In their rooms, patients who have been admitted are provided with a heart healthy menu that allows them to order a freshly prepared meal when they are ready to eat. The menu is available to patients any time from 6:30 a.m. to 6:30 p.m. daily and includes all-day breakfast, lunch and dinner options, including: from the grill, chef's favorites, sides and sweet treats. Some items are customizable, including omelets, sandwiches and pasta bowls.

The orders are taken over the phone, just as one would order room service at a hotel, and their meal is prepared to their specifications. The convenience of ordering their meals when they are hungry and not at set meal times is an added feature. The meal is delivered to the patient's room by a nutritional service staff member within 45 minutes after placing their order.

"At Evangelical, we truly want our patients to feel like they are guests during their stay," said Carol Golbitz, RDN, LDN, Director of Nutritional Services. "This initiative is one more step to provide high-quality, personalized care to our patients."

Some of the chef favorites are items one might see on a restaurant menu, including broiled salmon topped with a sweet bourbon sauce or eggplant parmesan served with a choice of pasta and sauce. Or, for the sandwich lover, an open-faced hot turkey sandwich or grilled burger may be more to the patient's liking.

"First and foremost, we want our patient's nutritional needs met. Therefore, some foods may need to be modified or restricted if the physician has prescribed a therapeutic diet or if the patient is undergoing certain tests," said Golbitz.

For family members who are looking for a healthy meal or food offerings, dining is available in the newly renovated O'Keefe Dining Room, The Café where specialty coffees and quick grab and go sandwiches and salads are available. If they wish to order room service with their loved one, they can do so for an additional fee.

"Our goal is to do our best, while the patient is with us, to make them and their family members as comfortable as possible."



Matthew Reed, meal associate with Evangelical's Nutritional Services, delivers a Bedside Bistro meal to a patient room.

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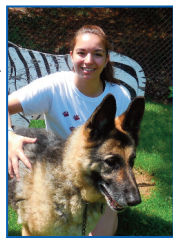
OUR MEMBERS RECOGNIZED

Warrior Run Petcare Center

WATSONTOWN - Mackenzie Gardner, 2015 Warrior Run Graduate and staff member at WRPC, completed her first year at Penn State Altoona where she was on the dean's list both semesters. She is majoring in nursing. She was captain of Altoona Benefiting THON, raising money in the fight against pediatric cancer and will be executive director next year. She is also member of Salt, a Christian group on campus. Mackenzie has been a valuable staff member at Warrior Run Petcare Center for several years. In addition, Caitlin Minnick, a Warrior Run Graduate and staff member at WRPC, has finished two years at Delaware Valley University. Her major is Wildlife Conservation and Management. This summer, she is doing an internship at Wildlife Leadership Academy as well as working at Warrior Run Petcare Center. At college, she is involved in the Archery Club. She has Dachshunds and a cat as her pets at home. Look for her having fun playing with your dog in the pet care center's play yard!



Mackenzie Gardner



Caitlin Minnick

Boy Scouts of America, Susquehanna Council

WILLIAMSPORT - The Susquehanna Council, Boy Scouts of America, is proud to announce that Eagle Scout Shane Zerbe has joined the staff of the council. Shane brings to the Council a passion to impact the youth of the Susquehanna Valley through the Character Development, Citizenship and Fitness Programs of Scouting. Shane will be working closely with the more than 1,000 adult volunteers in Northumberland, Snyder and Union counties to provide an 'unparalleled experience' to the more than 1,400 Scouts and their families. For more information about Scouting in your community, call the Susquehanna Council, (570) 326-5121 or visit www.beascout.org.

Pompeii Street Soap Co.

MIFFLINBURG - Pompeii Street Soap Co. (Pompeii Organics) has been selected to receive the 2016 Outstanding New Organic Processor Award by Pennsylvania Certified Organic. The givers of the award say it's designed to commend a newly certified member who shows dedication to Organic Processing/Farming, was attentive and gracious during the certification process, and who shows promise as a dedicated and involved member.

Pompeii Organics is one of the few essential oil companies in the country that has achieved this certification. They feel this really sets them apart in a competitive industry. Their little shop in Central PA is gaining national recognition for the quality of its essential oils, the educational information they provide on their Web site and now, its Organic Certification.

Berkshire Hathaway HomeServices Hodrick Realty

DANVILLE/LEWISBURG - Kevin Hodrick, Broker, Berkshire Hathaway HomeServices Hodrick Realty, announced the Danville and Lewisburg offices' awards for May and June. In Danville, for May, the award for the sales associate with top production in listings and sales went to Pamela Anderson. In June, the award for the sales associate with top production in listings went to Kari Wolfe while the sales award went to Chase Tobias.



Pamela Anderson

In Lewisburg, for May, the award for the sales associate with top production in Listings and Sales went to Connie May. And, in June, the award for the sales associate with top production in listings was presented to Connie May while the sales award went to Lisa Maxwell. In addition, Hodrick announced who had qualified for the prestigious Diamond Club Quarterly Sales Award for the 2nd 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, Lisa Maxwell and Chris Mallula. "We applaud these agents on this achievement," he said.



Kari Wolfe



Chase Tobias



Connie May



Lisa Maxwell

Susquehanna Valley CASA

SUNBURY - Susquehanna Valley CASA welcomes Lori Wannop, as its new Development and Communications Director. Lori has resided in Lycoming County for many years and joins SV CASA with more than 30 years of professional graphic design, marketing and fundraising experience. "We are excited to have her on board," said Yvonne Heatley, Executive Director. "We will be making our rounds in the next few weeks to make introductions; some have met her, and others may know her from the community." Wannop can be reached at lwannop@susquehannavalleycasa.com or 570-492-2856. CASA is central to fulfilling society's most fundamental obligation by making sure a qualified, compassionate adult will fight for and protect an abused child's right to be safe, to be treated with dignity and respect, and to learn and grow in the security of a loving family.

Coldwell Banker Penn One Real Estate

LEWISBURG - Martha Barrick, broker/owner of Coldwell Banker Penn One Real Estate, has announced the office's monthly awards for the months of May and June. In May, the award for most gross commission closed was awarded to Doug Wertz. Ruth Anderson received sales agent of the month and Peg Bouton and Doug Wertz received the listing agent of the month. In June, the award for most gross commission closed was awarded to Ann Hilliard. Doug Wertz received listing agent of the month and Lise Barrick and Doug Wertz both received the sales agent of the month. "These agents have shown us time and time again that their main concern is for their clients and their real estate experience," said Barrick. In other news, Barrick welcomes two new agents to the team - Thomas Goff and Tammy Stamm. According to Barrick, Goff is an enthusiastic, business-minded licensed realtor who is willing to leave no stone unturned for



Doug Wertz



Lise Barrick

his clients. A central PA native, growing up in the rural area of New Columbia and living in the outskirts of the Milton area, Tom has a great knowledge of the surrounding area to help find that perfect home for his clients' needs. New to the real estate environment, but not the housing market, Tom has worked for a local log home manufacturing company for more than 10 years and has advanced knowledge with the home manufacturing process. In 2015, Tom earned his bachelor's degree in Business Administration from Bloomsburg University. He is always striving to learn and improve his abilities to become a better leader for any career or personal obstacle that he may encounter. Tom enjoys volunteering, hiking, kayaking, house remodeling and golf in his spare time. "Tom will be a great asset to our company with his enthusiasm, his prior home structure knowledge, as well as a great resource for all of his clients," said Barrick. According to Barrick, Stamm is very outgoing and loves meeting new people. As a realtor, she has had the opportunity to help families find their perfect home and that process has been incredibly rewarding. Tammy's background as a rental specialist, buyer agent and seller agent gives her the experience to handle all kinds of real estate transactions. Tammy is involved in community projects and volunteers with the Little League, Serenity Farms and West End Bible Fellowship. At home in Millmont, she enjoys spending time with her children, watching baseball and horseback riding. "With her past experience and new ideas, we are very excited to see what Tammy can bring to the property management department," said Barrick.



Ruth Anderson



Peg Bouton



Ann Hilliard



Thomas Goff



Tammy Stamm

PPL Electric Utilities

ALLENTOWN - PPL Electric Utilities ranked highest among large electric utilities in the eastern United States for residential customer satisfaction for the fifth year in a row, according to a J.D. Power study. The honor comes as the company continues its investments in technology, the power grid and the customers and communities it serves. The award is PPL's 13th from J.D. Power for residential customer satisfaction. It also has received 11 J.D. Power awards for business customer satisfaction. "We are continually looking for ways to improve the service we provide our customers," said PPL Electric Utilities President Greg Dudkin. "We are particularly focused on providing more reliable service, making it easier for customers to reach us and do business with us, and keeping our rates reasonable." The utility is active on many fronts, including: Reliability: Outages are down 30 percent compared to 2007 and another 15 percent improvement is forecast over the next five years. Investments in stronger poles and wires, more smart grid automation, and comprehensive tree clearing are among the factors in these results. Customer Experience: Customers who need to speak to a customer service associate can now do so with extended hours and the utility also initiated live chat on its Web site from 8

a.m. to 5 p.m. weekdays. In addition, the company continues to upgrade its Web site to make it more mobile-friendly.

Value: The company's rates are below the average for electric utilities in the mid-Atlantic region.

Communities: PPL Corporation established the PPL Foundation last year to focus on helping the communities it serves, with the focus on education, community revitalization and workforce development.

Safety: Nothing is more important. PPL Electric Utilities reaches out in many ways, including a program that provides free safety information to contractors and first responders. Thousands of elementary school students also receive safety information. For more information visit www.pplelectric.com.

ProCare Physical Therapy and Fitness

LEWISBURG - Krista L. Brown, an Occupational Therapist who holds the distinguished Certified Hand Therapist designation, brings her expertise in upper limb rehabilitation back ProCare Physical Therapy and Fitness in Lewisburg.

Working with a Certified Hand Therapist (CHT) is beneficial to patients and physicians. People value the use of their hands; therefore, any loss of function through injury or disease can devastate lives. The CHT credential offers assurance to the public that the therapist treating them has achieved the highest recognition of competency in the profession of upper limb rehabilitation.

Brown has been working in hand therapy for more than ten years. Krista has recently returned to the Lewisburg area following a six-year service term in the U.S. Army. She served as a Captain in the Army Medical Service Corps providing rehabilita-

tive care to service members from the operations Iraqi Freedom and Enduring Freedom.

For more information, call 570-768-4922.

Orchard Pump and Supply Co. (OPSCO)

LEWISBURG - OPSCO celebrated the start of its 30th year of operation on June 15.

Twenty-nine years ago, Ken Hafer purchased Frederick Miller Supply which quickly became Orchard Pump and Supply Co Inc. In the purchase agreement he acquired an old dog and a salesman named Terry Mitchell. Sadly, the dog is gone but Mitch is loyal as ever as he too celebrates his 29th anniversary with Orchard Pump and Supply. OPSCO says none of this would have been possible without its loyal customers.

As a "Thank You" to its customers, all OPSCO locations will be holding a BBQ picnic during the first week of September following Labor Day Weekend. There will be a large pig roast on Friday, Sept. 9 at the OPSCO Service facility in Lewisburg. Be prepared for great food and exciting product specials. Your salesman will have details as the event draws near.

Kingdom Kidz Inc.

WATSONTOWN - Kingdom Kidz Inc. has been chosen to be in the 70th Annual GRAND SLAM Little League World Series Parade on August 17! An estimated 20,000 people will learn that KKI is located in Watsonstown. The Standard Journal newspaper will be at the Watson Inn on Friday to do a story as KKI begins the preparations for the Little Leaguers' welcome to Watsonstown during their stay in Williamsport.

MePush, Inc.

LEWISBURG - MePush, Inc. welcomes Brandon Oberdorf to its growing team. Brandon comes to them from Fabtex in Danville, where he was an IT Administrator. They are excited to have his skills, his smile and serious concern for the networks of all clients.



Brandon Oberdorf

Susquehanna Fire Equipment Company

DEWART - Shirley Nelson Brough is now a Certified Senior Human Resources Professional through the Society of Human Resource Management.

It comes after being elected in January to the local chapter SHRMA Board of Directors and given the Diversity Director chair. She was invited to the PA SHRM Leadership Conference in Gettysburg on July 29 and 30.

Nelson Brough graduated from Bucknell University with a Master of Science in Business Administration (MSBA) with presidential honors with an emphasis on Consumer Behavior and Strategic Planning. She holds a BS in Accounting from Wilkes University.

Shirley is a Milton native and high school graduate and has lived in Lewisburg with her husband and two kids for the past 22 years.

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At left; Peter Csernica, won the men's singles title while Landon Walter finished second at the recent Burke P.Derr/Karl A. Servinsky Memorial Tennis Tournament. Event Coordinator Caroline Servinsky presented the awards. Csernica, of Lewisburg, lost to Mifflinburg's Walter early in the double-elimination tournament and then battled back through the consolations to meet Walter again in the finals. Csernica beat Walter in the first set, 8-2, and following an injury timeout for Walter, Csernica went on to win the second set and the title, 6-3. Jace Watson of Mifflinburg finished third. All proceeds benefit Pennsylvania Cystic Fibrosis, Inc. (PACFI), an independent, nonprofit, all volunteer 501(c)(3) organization that provides services and supports for PA individuals and families affected by cystic fibrosis (CF) and annually funds some of the nation's most progressive CF research.



A ribbon cutting ceremony was recently held for the completion of The Adams Center for Rehabilitation and Transitional Care at RiverWoods. The Adams Center offers semi-private and private rooms with services aimed to help both short- and long-term residents of all ages to safely recuperate in a homelike environment. Spaces include: a spa, dining and activities rooms, therapy and isolation areas, gift shop and chapel. The building was named after Dr. Eugene and Mrs. Lena Adams, former RiverWoods residents who made a number of contributions, including a bequest. Pictured from left: Justin Keister, Larson Design Group; Mary Ann Chaklos, RiverWoods nursing home administrator; Shaun Smith, Albright Care Services president and chief executive officer; Dottie Page, longest serving employee with 46 years of service; Bob Ryan, resident representative on Albright Board of Trustees; Doug Flasher, Albright chief operating officer; Lennea Brown, RiverWoods executive director; Larry Eckstine, Hepco Construction; Edward Althouse, RLPS Architects and the Rev. Keith Schmuck, Albright Board of Trustees. For more information on The Adams Center, call 570-522-6220.

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Tips from Tea Jay

A DEFINING MOMENT FOR BUSINESS

Re-fer-ral (noun): an act of referring someone or something for consultation, review or further action.

The 2016 Membership Satisfaction Survey was recently sent to the membership.

We are still going through the responses, however, the percentage of those who answered "No" to Question #4 really has me on a mission. The question was: "Are you aware of how the Central PA Chamber Referral System works?" More than 40 percent of the responses indicated "No".

That really has me pondering how to change this. If you have ever attended a Breakfast Briefing event, I am certain that you heard me on my soapbox about how referrals work. It is something I am very passionate about as it is a major key to everyone's success!

I have told this story numerous times. I apologize if you have already heard it, but apparently it needs to be shared again for the large number who said "No".

Several years ago, I was at a holiday party and a member who I did not see often in person came up and gave me a hug and said "Thank you for all the referrals, but they never amounted to anything."

I backed up and said "What, all those referrals and no business at all?" At that time, they were the only member in that industry, and they offer a product that every business needs. I knew I had made countless referrals to them. I was really taken back and disappointed. So, those of you who know me well know that I am always thinking (working). I left it go for a day or two and reached out to ask what exactly was their process when they received their email notice that they were referred.

When we - or anyone for that matter - refers you via our Web site (member listing section) you are blind copied so that you know that you have been referred and for what and to whom.

I was then shocked to learn they had no process for referrals. They knew they had been referred each time, and they read the acknowledgement (sent electronically) and just let it go at that. The issue is that they only waited for the potential new customer to contact them.

I immediately wrote a document to clarify exactly what to do when you are referred. I forwarded this document to them, and they looked over it. A few weeks later, I got the nicest e-mail that said "Guess what, we practiced the 'How to Respond to a Referral' and what do you know, we have appointments to meet with the potential new customers."

Again, for those of you who know me well, after I received this message I started dancing down the hall in the office and cheering!

If you are just waiting for potential customers to contact you, chances are you are missing out. Questions? E-mail me today at tjaikey@centralpachamber.com for the "How to Respond to a Referral" document.

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

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Kingdom Kidz, Inc. recently presented a program at Dewart Community Days. Following the program, these children enjoyed putting a puppet on their hand and singing a song. From left, are: Carol Newton, Kingdom Kidz team member; Allison and Zachary Schreck, Dewart; Donna Bridge, President/CEO Kingdom Kidz Inc.; and Melanie Schreck, Dewart. Kingdom Kidz Inc. is a nonprofit organization in Watsontown who present sacred (Kingdom Kidz Puppet Ministry) and educational (Kidz 4 Education) programs in various settings and an Internet program (The Mustard Seed Kidz). For more information, call the Kingdom Kidz office at 570-838-3133 or visit www.hiskingdomkidz.org.

BUSINESS & EDUCATION

LEWISBURG - According to the U.S. Bureau of Labor and Statistics (BLS), employment of health-care occupations is projected to grow 19 percent from 2014 to 2024, much faster than the average for all occupations, adding about 2.3 million new jobs.

This growth is expected due to an aging population and because federal health insurance reform should increase the number of individuals who have access to health insurance. Evangelical Community Hospital, Lewisburg, is taking proactive steps to prepare individuals interested in healthcare to fill those available positions through a unique program that allows them to experience many aspects of care.

Each year, the Hospital's High School Summer Internship Program continues to grow in interest and participation. This year, the class includes 21 individuals, made up of students having completed their junior or senior years at schools throughout the surrounding districts. The students must have a grade point average of 3.3 (88%) or better and the willingness to experience different areas of the healthcare environment. Four students were also recent graduates of B&E's Building Leaders for the Susquehanna Valley program.

The 72-hour internship program provides 32 hours in the classroom and 40 hours of one-on-one interaction with nurses and patients. Hospital nurse educators teach the students a variety of skills, including: CPR certification, lifting and transfer techniques and personal care skills. The classroom training includes: a fully recreated patient stay where students learn how to care for a patient from feeding, bathing and oral hygiene to making the bed and completing paperwork.

This year's students come from many school districts, including: Bloomsburg, Hughesville, Lewisburg, Midd-West, Mifflinburg, Milton, Selingsgrove, Shikellamy, Southern Columbia, Line Mountain and Warrior Run. One student is from a home-school environment.

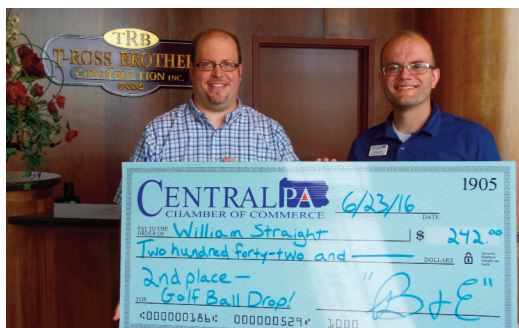
The students began classroom training on June 27 and were to be placed in five-day rotations in varying departments, including: obstetrics, emergency, intensive care and one-day surgery

following their classroom instruction. A closing reception was held Aug. 4 where the students were congratulated on their achievements and parents and supporters receive an overview of what the students experienced during their internship.

Students can use their summer experiences at the hospital to meet job shadowing requirements while experiencing first-hand a career path they might wish to pursue. For more information on the High School Summer Healthcare Careers Internship program, call 570-522-2727 or visit www.evanhospital.com/jobs.



Front Row, from left: Gretchen Fiedler, Watsontown; Brooke Aucker, Beavertown; Erica Keim (2016 BLSV graduate), Watsontown; Reilley Spriggle (2016 BLSV graduate), Mt. Pleasant Mills; Autumn Gessner, Sunbury; Madison McConnell (2016 BLSV graduate), Turbotville; Amanda Albright, Lewisburg; Olivia Raymond, Milton; Amber Lankford, Watsontown; Olivia Boop (2016 BLSV graduate), Mifflinburg; and Bryanna Yost, Mifflinburg. Back Row, from left: Hayley Ladd, Sunbury; Holly Jones, Turbotville; Gabriella Delbo, Elysburg; Drew Trate, Milton; Kelsey Hollenbach, Middleburg; Kylee Nicholas, Watsontown; Kayla Zerby, Bloomsburg; Natalie Beiler, Mifflinburg; Sierra Martin, Mifflinburg; and Aurora Cavanagh, Hughesville.



Congratulations to the cash-prize winners of our inaugural Golf Ball Drop! held after the 15th Annual Central PA Business & Education Golf Tournament on June 17 at Bucknell Golf Club, Lewisburg. Taking home the first-place prize was Tara Sheesley of Sheesley Insurance, \$605 (left); second-place went to William Straight of T-Ross Brothers Construction, \$242 (center); and third-place to Linda Brown of Baldwin & Baldwin (right).

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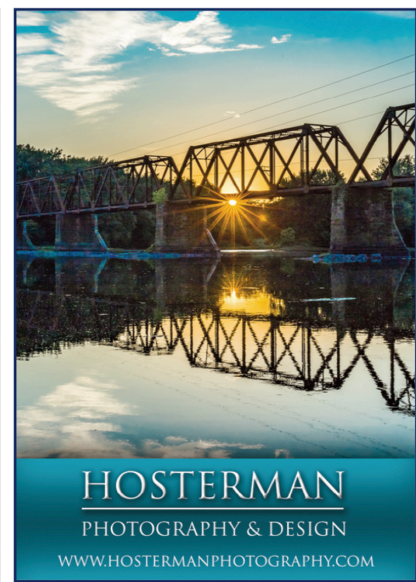
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Milton Industrial Park	3.85	N/A	Sale	Tanner Lot 2	Bruce Smith Jr.	570-742-7341
Milton Industrial Park	3.81	N/A	Sale	Tanner Lot 3	Bruce Smith Jr.	570-742-7341
Milton Industrial Park	3.21	N/A	Sale	Tanner Lot 4	Bruce Smith Jr.	570-742-7341
Off of I-80 / Limestoneville Exit	2.0 +/-	N/A	Sale/Lease	N/A	Steve Conner	800-776-1150
Reed Industrial Park	24	N/A	Sale	20983	Jim King	570-742-7341
Reed Industrial Park	8	N/A	Sale	21047	Jim King	570-742-7341
River Hill Site, Karthaus	1837.61	N/A	Sale	Guari	Mericle Comm. Real Estate	570-823-1100
Kling Street, West Milton	8.0	N/A	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
867 Lycoming Mall Drive, Muncy	4.19	N/A	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
Route 339 & West Street, Mifflinville	26	N/A	Sale	Rokosz	Mericle Comm. Real Estate	570-823-1100
225 Columbia Mall Drive, Bloomsburg	1.01	N/A	Lease	Namutka	Mericle Comm. Real Estate	570-823-1100 x314
6514 Rt. 15 North, Selingsgrove	3.27	N/A	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
104 Fire Tower Road, Catawissa	4.25	N/A	Sale	11-48493	Clint Walker	570-275-7696
Milton Industrial Park	16	N/A	Sale	N/A	Kim Benschhoff	570-742-7984 x102
Milton Industrial Park	90	N/A	Sale	N/A	Kim Benschhoff	570-742-7984 x102
Great Stream Commons, Gregg Twp	466	N/A	Sale/Lease	N/A	Donald E. Alexander	570-524-3853
Type of Property: COMMERCIAL LAND						
1802-1826 N Susq Trail, Selingsgrove	.47	N/A	Sale	20-66566	Larry Johnson	570-847-0552
SE Corn. Rt 11/15 Susq Valley Mall Dr	1.45	N/A	Sale	20-66258	Larry Johnson	570-847-0552
5 Lots Pawling Station, Selingsgrove	3-21	N/A	Sale	20-62151	Larry Johnson	570-847-0552
Clifford Road, Selingsgrove	2.24	N/A	Sale	20-62071	Larry Johnson	570-847-0552
5 Lots on Lori Lane, Selingsgrove	.8 - 1.05	N/A	Sale	20-52532	Larry Johnson	570-847-0552
E. Walnut Street, Mifflinburg	.92	N/A	Sale	11-50150	Larry Johnson	570-847-0552
E. Walnut Street, Mifflinburg	1.2	N/A	Sale	11-50149	Larry Johnson	570-847-0552
5 Lots Roosevelt Avenue, Selingsgrove	.762 - 1.188	N/A	Sale	20-51480	Larry Johnson	570-847-0552
Lot 1, Route 522, Selingsgrove	1.5	N/A	Sale	05-25700	Larry Johnson	570-847-0552
190 International Drive, Lewisburg	2.5	N/A	Lease	20-59422	Larry Johnson	570-847-0552
1442 South Main Street, Mansfield	1.41	N/A	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
1125 North Fourth Street, Sunbury	.88	N/A	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
Type of Property: OFFICE SPACE-RETAIL						
620 Old Route 15, New Columbia	N/A	12,000	Lease	Bldg C	Valerie Bieber	570-522-9181
416 Chestnut Street, Mifflinburg	.06	1,864	Sale	20-62140	Mary Mastascusa	570-713-8151
Watsonstown	N/A	1770	Lease	20-65267	Wally Fairman	570-538-2582
Watsonstown	N/A	300+/-	Lease	20-65256	Wally Fairman	570-538-2582
101 Locust Street, Milton	N/A	N/A	Rent	N/A	Amy Moyer	570-452-4894
11 Mill Street, Danville	.25	17,000	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
48 Orchard Drive, Shamokin Dam	.73	3,464	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
2435 Housels Run Road, Milton	2.65	7,000	Sale/Lease	Bower	Mericle Comm. Real Estate	570-323-1100
100 Mercer Drive, Lock Haven	4.89	32,561	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
3 Wesner Lane, Danville	3.72	21,000	Lease	Bower	Mericle Comm. Real Estate	570-323-1100
319 Main Street, Catawissa	.38	4,552	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
150 Airport Beltway, Hazelton	1.07	6,000	Lease	Daris	Mericle Comm. Real Estate	570-823-1100 x246
2849 Reach Road, Williamsport	1.07	3,432	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
271 N Susquehanna Trail, Selingsgrove	.336	2,767	Sale	20-64752	Larry Johnson	570-847-0552
165 Troxelville Rd, Penns Creek (3 units)	N/A	520 - 3,450	Sale	20-65270	Larry Johnson	570-847-0552
1372 N Susq Trail, #350, Selingsgrove	N/A	1,930	Sale/Lease	20-66213	Larry Johnson	570-847-0552
24 North Brown Street, McClure	.182	1,960	Lease	20-55621	Larry Johnson	570-847-0552
10 South Main Street, Middleburg	.10	4080	Sale	11-50062	Larry Johnson	570-847-0552
1st Floor, 113 N Market St, Selingsgrove	N/A	2,500	Lease	20-56292	Larry Johnson	570-847-0552
113 N Market Street Selingsgrove	.43	10,530	Sale	20-67866	Larry Johnson	570-847-0552 NEW
Routes 15 & 45, Lewisburg	N/A	288	Lease	N/A	Kevin Gardner	570-524-2121 x3
208 South 4 th Street, Lewisburg	N/A	5 Room / 850	Lease	KIZ	Kevin Gardner	570-524-2121 x3
Route 15 & 45, Lewisburg	N/A	Furnished / up to 2,850	Lease	N/A	Kevin Gardner	570-524-2121 x3
130 Buffalo Road, Lewisburg	N/A	540	Lease	N/A	Kevin Gardner	570-524-2121 x3
130 Buffalo Road, Lewisburg	N/A	2,700	Lease	N/A	Kevin Gardner	570-524-2121 x3
139 Market Street, Lewisburg	N/A	6,000	Sale/Lease	N/A	Mary Anne Fleisher	570-975-5806
4650 Westbranch Highway, Lewisburg	N/A	600	Lease	N/A	Ann Hilliard	570-850-7329
4650 Westbranch Highway, Lewisburg	N/A	470	Lease	N/A	Ann Hilliard	570-850-7329
150 Chestnut Street, Mifflinburg	.86	11,317	Sale	20-65413	Larry Johnson	570-847-0552
Type of Property: RETAIL						
404 Chestnut Street, Mifflinburg	.09	4,042	Sale	20-57912	Scott M. Mertz	570-524-2120
50 E. First Street, Bloomsburg	N/A	10,000	Lease	Namutka	Mericle Comm. Real Estate	570-823-1100
Type of Property: COMMERCIAL BUILDINGS						
5470 State Route 405, Milton	1.10	5,000	Lease	MFLP	Kimber Benschhoff ext 102	570-742-7984
1723 Westbrach Highway, Winfield	N/A	3,167	Lease	Front Office	Ken Hafer	570-412-6822
620 Old Route 15, New Columbia	N/A	12,000	Lease	Bldg C	Valerie Bieber	570-522-9181
247 Filbert Street, Milton	0.66	768	Sale	20-56709	Rick Coup	570-742-8736
4720 SR 890, Sunbury	1.19	3,108	Sale/Lease	20-66615	Larry Johnson	570-847-0552
271 N Susquehanna Trail, Selingsgrove	.336	2,767	Sale	20-64752	Larry Johnson	570-847-0552
401 E Front Street, Freeburg	18.13	85,000	Sale/Lease	20-65028	Larry Johnson	570-847-0552
21 N. Market Street, Selingsgrove	.138	6,246	Sale	20-51863	Larry Johnson	570-847-0552
560 Mahoning Street, Milton	.17	2,560	Sale	20-54356	Larry Johnson	570-847-0552
113 N Market Street, Selingsgrove	.43	10,530	Sale	20-67866	Larry Johnson	570-847-0552 NEW
606 Market Street, Lewisburg	N/A	4,720	Sale	10-44988	Lise Barrick	570-524-7800
2867 West Branch Highway, Lewisburg	3.85	5670	Sale	20-58272	Scott Mertz	570-524-2120
230 South Arch Street, Milton	N/A	4,300	Lease/Rent	N/A	Nancy Goodling	570-966-3808
100 8 th Street, Milton	.93	6,000	Sale/Lease	20-59222	Ann Hilliard	570-850-7329
4650 Westbranch Hwy, Lewisburg	2.34	22,886	Sale	20-60624	Ann Hilliard	570-850-7329
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



It was great spending time with Bucknell Sports Properties on June 23, which included a Q&A with Men's Basketball Coach Nathan Davis and Football Coach Joe Susan. More than 60 members and future members packed the third floor of Barnes & Noble in downtown Lewisburg!

Location	Acreage	Sq. Ft. of Building	Terms	Reference	Contact Name	Contact Phone
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 House's 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
110 Reynolds Street, S. Williamsport	4.6	105,429	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/Lease	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
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						
801 N Market Street, Selinsgrove	.85	2,966	Sale/Lease	20-67659	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
Type of Property: STORAGE UNITS						
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						
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
801 N Market Street, Selinsgrove	.85	2,966	Sale/Lease	20-67659	Larry Johnson	570-847-0552
Bottleworks, 1139 N 4 th Street, Sunbury	N/A	1,600	Sale	20-67946	Larry Johnson	570-847-0552 NEW



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Our Business Is Your Business

BREAKFAST BRIEFING

Friday, September 9
7:30 - 9:00 am

The Decorating Center, Inc.

3 Cedar Green Center - Mifflinburg • **Must Register to Attend**

Sponsored by: The Decorating Center, Inc.



Our Business Is Your Business

JOINT LEGISLATIVE BREAKFAST

STATE ISSUES - Friday, Sept. 16
7:30 - 9:00 am

The Country Cupboard, Lewisburg- \$15

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MEMBER APPRECIATION CELEBRATION!

Tuesday, September 20 - 4:00 - 7:00 pm
Central PA Chamber - Register by August 29

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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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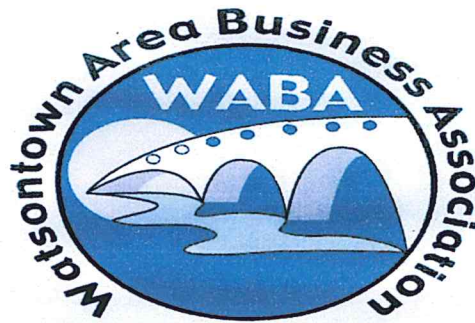
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7:00-8:00 pm Black light puppet Program: "Character Counts",

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FOR PARENTS OF HIGH-SCHOOLERS

- **Sunday, September 18, 2016**
- **6:30pm - 8:00pm**
- **Telos Tutoring Center: 115 Main Street Montandon, PA 17850**

Do you have a high-schooler and questions about applying to college? We will be holding a free workshop that covers the basics about college applications, admissions, deadlines, and financial aid.

Join **RJS Educational Consulting (rjsedconsulting.com)** at the Telos Tutoring Center for an evening of valuable information that could change your child's future. If you plan to attend, please let us know by emailing: Econner@TelosTutoring.org or by going to our Facebook Event's page at www.facebook.com/telostutoring/. Learn more by visiting TelosTutoring.org.



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