

IT'S YOUR BUSINESS

Volume 1, Issue 9 • SEPTEMBER 2016

CENTRAL PA CHAMBER OF COMMERCE

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



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SURVEY SAYS...

MILTON - The Central PA Chamber conducted the Member Satisfaction Survey 2016 in July to get a better feel from members of the benefits they are using and to see where interest lie going forward. According to the survey, the benefit used the most was "Attended a Seminar." Nearly half of the respondents indicated they have. The Chamber staff is pleased to see that the increase in seminars, including the spring launch of the Seminar & Training Series, is of great interest to the membership.

Seminars will continue to be offered on a regular basis, both free and fee-based courses. (You can learn more about upcoming seminars in the What's Happening: Member Events pages, on the back page under Upcoming Chamber Events as well as on the Chamber Web site.) Interestingly, in great contrast was the number of respondents who have taken part in Online Training (less than 7 percent).

There are more than 1,000 course options at your fingertips by visiting www.centralpachamber.com. Topics include: Safety, Business, Software, Human Resources, Management/Leadership, Marketing/Sales,

Eco/Clean Tech, Health, Personal Development, Transportation, Counseling, Security, Academic, Accounting/Finance, Real Estate, Legal/Law, Personal Finance, Insurance, Photography and more. The courses are self-paced and at your convenience. Many are free while others include a fee. Whether it's for personal growth, or the desire of an employer, there are readily accessible courses to help make employees/entrepreneurs better.

Continued on Page 3... SURVEY



Terri Cole, Chickadee eMarketing, presents E-mail Marketing for Success to a room full of members last March in the Central PA Chamber Boardroom. The Member Satisfaction Survey 2016 indicates members are very interested in attending Seminar & Training classes.

Welcome Ric's Restaurant and Bar!

Surrounded by employees, family and friends, Jessica Neiswender, owner of the new Ric's Restaurant and Bar, cuts the ribbon and celebrated with the Central PA Chamber of Commerce on Saturday, Aug. 13. From left, in front, are: Kathleen Wagner, server; Jannifer Copely, bartender; Amy Jones, bartender; Neiswender; Kirstie Housner, server; Kayla Fulp, server/hostess; Keely Olshefski, server; David Deegan, bartender. Back: Daniel Betz, server; Allan Runyon, bartender; Mike Reaser, owner; Josh Lloyd, family; Beckham Lloyd, family; Kayla Valentine, server/family; Taylor Lloyd, family; Courtnee Lyons, hostess; Betty Heim, hostess; Jamie Jordan, family; Camden Lloyd, family; Estella Lloyd, family; Heather Lloyd, family. Not pictured: Donnie Mapes,



chef. The highly accessible restaurant to the Lewisburg, Milton and surrounding areas is located at 2890 State Route 405, Milton, just north of Route 45. Visit them online at www.rics.club.

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BOARD OF DIRECTORS

- | | |
|--|---|
| Brad Lawton – Chairman
<i>Lawton Insurance Agency</i> | Dale Moyer – 1st Vice Chair
<i>Evangelical Community Hospital</i> |
| John Kurelja – 2nd Vice Chair
<i>Central Susquehanna Intermediate Unit</i> | Dennis Hummer – Treasurer
<i>Bucknell SBDC</i> |
| Jolene Betz
<i>Jersey Shore State Bank</i> | Lupe Castro
<i>Community Member</i> |
| Bob Greenly
<i>McNeal Steel</i> | Beth George
<i>Meadowbrook Christian School</i> |
| Cathy Keegan
<i>Milton Area School District</i> | Eric McDowell
<i>The Coup Agency</i> |
| Karen Metz
<i>Keystone Mobile Shredding</i> | Brenda Raker
<i>North'ld Co. Schools Federal Credit Union</i> |
| Peggy Rathfon
<i>Sunbury Broadcasting Corporation</i> | Todd Ross
<i>T-Ross Brothers Construction, Inc.</i> |
| Adam Wolfe
<i>ProCare Physical Therapy</i> | E. Terry Baldwin, Solicitor
<i>Baldwin & Baldwin</i> |

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EDUCATIONAL PARTNERS

Meadowbrook Christian School • Milton Area School District
Warrior Run School District



- BB&T Bank - Milton • Bowen Agency Realtors - Lewisburg
 Contrast Communications, LLC • Davis, Davis & Kaar
 Decal Dynasty • Evangelical Community Hospital
 GRG - Green Ridge Graphics • Heritage Printers
 Hosterman Photography & Design
 iHeartMedia - Shamokin & Williamsport
 Interaction Dynamics Groups • Keystone Mobile Shredding
 La Primavera Italiano Ristorante & Pizzeria
 Mifflinburg Bank & Trust Co. - Lewisburg
 On Fire Promotions - Lewisburg & Shamokin Dam
 PenTelaData • PPL Electric Utilities
 Practical Business Solutions
 Service Electric Cablevision/SECV8
 Seven Mountains Media • Standard Journal
 Strattons Photography • Susquehanna Fire Equipment Co.
 T-Ross Brothers Construction, Inc.
 That Kitchen Witch...On Wheels • Watsonstown Dental, PC

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



IT'S TIME TO CELEBRATE!

Celebrate what? The end of blazing hot weather?... Kids going back to school?...How about another great year working with the members of the Central PA Chamber?!

I certainly hope that everyone who reads this will be able to make time – anytime really – between 4 and 7 p.m. Tuesday, Sept. 20 at the Central PA Chamber, to join us for the Member Appreciation Celebration!

This event is just for you, and it's simply a thank you for a great year! Come out for plenty to eat and be entertained at the same time. We know there is a lot to celebrate, from what's been happening at the Chamber and what's been happening at your place of business as well.

Our cover story highlights some of the statistics of our Member Satisfaction Survey 2016. You will notice there is more focus on the low results, and that is intentional. We are not in the business of offering benefits that we do not think are worthwhile. This could simply be a case of you haven't experienced them yet. I would encourage you to not only read the cover story but to act on it as well. There is plenty more information on our Web site, at www.centralpachamber.com/membership/benefits; or give us a call, 570-742-7341. Bruce, Tea Jay or myself would be happy to help!

On the inside pages, there is more cause for celebration, whether it be a business's milestone or the personal/professional accomplish of an individual Chamber member. You can see who's been making headlines between pages 8 and 13! It's our goal to put in as much content as possible.

This month, our Member Spotlights are on Fiedler Chiropractic and Novipod. Brandon Fielder is an energetic chiropractor in Milton who keeps your best interest at the forefront. And, you may recall that Michael Levan, of Novipod, recently received an award from the Bucknell Small Business Development Center.

Member events certainly are not slowing down after the summer. There are ideas for every walk of life, from 5Ks to craft shows to eat/drink benefits. Not only are fellow member events fun, but it's a great way to make new business connections. We can all speak the same language within the Central PA Chamber family.

Looking to buy or sell commercial property? Did you know we feature available sites and buildings on pages 14 and 15? If your listing is not there – and it should be – let us know! Enjoy the issue!



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

Chamber Report Submission Deadlines and Distribution

CIRCULATION DATE	SUBMISSION DATE
OCTOBER 1	SEPTEMBER 16
NOVEMBER 5	OCTOBER 21

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

SURVEY *(continued)*

Another benefit that scored very low is receiving a "Health Insurance Quote" (just 4 percent). Did you know the Chamber can get you a free, no obligation quote at anytime?

While very competitive come springtime, another benefit that scored low (6 percent) on the survey was applying for "Green Business Recognition". Every member that signs up for the recognition is given the distinction on their member listing online. They are then also considered for the Green Business of the Year Award, given to one member on Earth Day. Being "green" is a simple way to enhance your image with customers and/or clients.

A longstanding program of the Central PA Business & Education Association - School Counts! - also scored low on this particular survey with 14 percent of respondents indicating they are School Counts! Employers.

School Counts! is presented to high school students at the beginning of each school year, encouraging students to practice the "soft skills" all employers are seeking, including: Attendance, Punctuality, Effort and Respect of Others. If the criteria are met, the students individually receive a School Counts! certificate for their grade level. They are encouraged to use it as a mark of achievement when applying for a job or even volunteer opportunity.

The Chamber and its "B&E" Association encourage members, even if they aren't hiring right now, to honor the merit and potentially allow it to give the job applicant an edge when applying for a competitive position. It's also just appreciated that you show your support of the program.

This is just a sampling of what was covered in the survey, but know that the staff will continue to study the results in hopes of better serving the ever growing and expanding membership. Many members provided feedback, suggestions and ideas. Rest assured, the Chamber staff will be following up. The time everyone spent taking the survey is greatly appreciated!

Answer	0%	100%	Number of Response(s)	Response Ratio
Board Room Usage or Small Conference Room Usage			32	26.6 %
Ground Breaking Ceremony			9	7.5 %
Health Insurance Quote			5	4.1 %
Brochure Rack Display			33	27.5 %
Business Card Rack Display			44	36.6 %
Copies Made			5	4.1 %
Requested Demographic or Economic Profiles			3	2.5 %
Fax			1	<1 %
Requested a Membership List			36	30.0 %
Participated in the Site Listing			17	14.1 %
Ribbon Cutting Ceremony			36	30.0 %
Used a Member-to-Member Discount			22	18.3 %
Notary Services or Certificates of Origin			13	10.8 %
Online Training			8	6.6 %
Joined a Committee			29	24.1 %
Green Business Recognition			7	5.8 %
Attended a Seminar			53	44.1 %
Submitted a Press Release for the Chamber Newsletter			44	36.6 %
Totals			120	100%

Results from a portion of the Member Satisfaction Survey 2016.

FOR A FULL LIST OF BENEFITS (TO SEE WHAT YOU MAY BE MISSING OUT ON), VISIT WWW.CENTRALPACHAMBER.COM/MEMBERSHIP/BENEFITS OR CALL 570-742-7341.

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 August 31, 2016)

- Bowen Agency Realtors - Lewisburg
- Bowen Agency Realtors - Selinsgrove
- Hans CedarDale Satellite Inc.
- Keystone Document Solutions, Inc.
- Keystone Mobile Shredding, Inc.
- Lezzer Design Center
- Mifflinburg Hotel / Scarlet D Tavern
- OPTIMO Information Technology
- The Funky Freezer
- Tractor Supply Co. - Milton
- West Branch Rental

NEW MEMBERS

BLUELINE SECURE TRANSPORTATION

dba - BLUELINE CHAUFFEURS

631 Red Hill Road • Milton, PA 17847

570-742-7472 • www.bluelinechauffeurs.com

Jeffrey Diggan - Owner

Law Enforcement Chauffeur, Executive Car Service, and Limousine Service.

RIC'S RESTAURANT & BAR

2890 State Route 405 • Milton, PA 17847

570-523-1990 • www.rics.club

Jess Neiswender - Owner

SUSQUEHANNA VALLEY LAW ENFORCEMENT CAMP CADET INC.

50 Lawton Lane • Milton, PA 17847

570-524-2662 • www.svlccc.com

Trooper Richard Blair - Director

Susquehanna Valley Law Enforcement Camp Cadet was established in November 2004 and officially became a non-profit program in March 2005. Susquehanna Valley Law Enforcement Camp Cadet strives to provide a fun, structured environment for youth ages 12 - 15 years old in Union, Montour, Snyder and Northumberland Counties. We focus on structure, teamwork, discipline and self-esteem during this one week residential camp.

THE FOREST HOUSE HOTEL

10410 Buffalo Road • Mifflinburg, PA 17844

570-966-0349

Melanie Page - Owner

Bar - Grille - Hotel; New ownership, friendly atmosphere, home cooking, hotel rooms available.

THE MISS CUPCAKE & LET'S MAKE WHOOPIE

1105 County Line Road • Turbotville, PA 17772

570-649-5619 • www.themisscupcake.com

Eric Reichenbach - Owner/Operator

A pop-up food truck sweet shop making frequent visits to community festivals and events. This roaming sweet shop is available for private celebrations too.



XW CONSTRUCTION LLC

**5745 MUSSER LANE
WATSONTOWN, PA 17777**

1-800-987-0014

WWW.XMCONSTRUCTION.COM

ACCEPTING NOMINATIONS FOR 2017 BOARD OF DIRECTORS



As a member of the Central PA Chamber of Commerce you have the opportunity to elect the organization's board of directors. Those directors serve three-year terms beginning Jan. 1, 2017.

The Chamber is now accepting nominations from the membership for 4 open positions on the Central PA Chamber of Commerce Board of Directors. *

Nominations must be made by Sept. 30 and can be emailed to the nominating committee at bsmith@centralpachamber.com or faxed to the chamber office at 570-742-2008.

The nominating committee will prepare the slate of candidates, to be published in the November issue of "It's Your Business."

One (1) Ballot will be emailed to each member business' primary contact. If a valid email is not available a paper ballot will be mailed.

Ballots will be accepted until 4:30 pm on Nov. 21, 2016.

The nominating committee will meet during the first week of December to open and count ballots. Vote tallies will be presented to the board of directors at the Dec. 8th meeting for certification.

New board members will be contacted and given details for their introduction at the first board meeting to be held in January.



* Eligibility for board of directors requires you must be a member in good standing of the Central PA Chamber of Commerce.

SUPERHERO 5k RUN · WALK

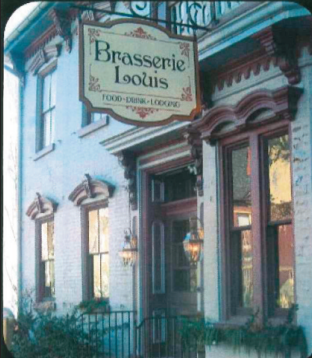
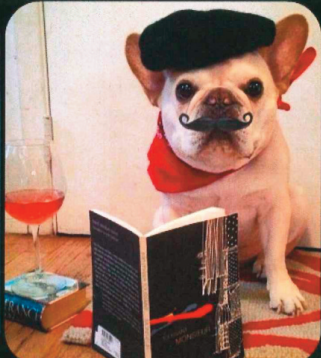
September 17 @ 9am, Lewisburg Area Recreation Park, St. Mary and N. 15th Streets Lewisburg, PA



Adult and kids 5k run and walk, free kids Fun Run, superheroes, superhero costume contest, Kidz Zone activities, medals, great prizes, superhero shirts, and more! Wagons, tricycles, strollers, and wheelchairs welcome!

Register now at afitevent.com/Hero.html

JOIN THE RACE AGAINST CHILD ABUSE / susquehannavalleycasa.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!

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

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

Meet Adoptable Dogs

Bring your well-behaved, leashed, vaccinated dog for a tail-wagging good time
DOG TREATS DONATED BY BROOKPARK PET SUPPLY

*A percentage of sales both inside and outside benefits Haven to Home



CHARITY EVENT

SATURDAY - SEPTEMBER 10, 2016

BENEFIT - PA WOUNDED WARRIORS, INC.

QUOIT TOURNAMENT - \$5 PER TEAM, BEGINS AT 12:30
BEAN BAG TOSS TOURNAMENT - \$5 PER TEAM, BEGINS AT 3:30
BULL RIDING TOURNAMENT - \$5 PER RIDE, 5-7 PM
CHINESE AUCTION - TICKETS SOLD 11 AM - 7 PM

FOOD - BEVERAGE - MUSIC ALL DAY

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**MEMBER
Spotlight**

NOVIPOD



Michael Levan, CEO
416 Market St. Suite 207
Lewisburg, PA 17837
Novipad.com - OrganTracker.com
1-888-760-0713

WHAT MAKES YOUR BUSINESS/ORGANIZATION UNIQUE?

We focus on unique Internet of Things (IoT) solutions and have the ability to custom build hardware and software solutions in this space. To connect all this technology, we offer cellular coverage in 180 countries and global satellite coverage. We can create large-scale custom solutions and offer services for more standard needs, like fleet vehicle tracking and management as well as assets and personnel. Our most recent venture is our Organ Tracker product. We are the only company offering integrated hardware, software and communications for organ transplantation.

HOW DO YOU MARKET YOUR BUSINESS?

We focus our marketing efforts on social media and conferences. This supplements our network of resellers across the country.

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

MISSION - To provide solutions and analytical intelligence that empower people to make better decisions. *VISION* - Novipod wants to create a better world by providing the means to increase transparency and efficiencies through better technologies and methodologies.

HOW MANY DOES YOUR BUSINESS EMPLOY?

2 full time, 7 part time, 4 interns

WHAT WORDS DO YOU LIVE BY?

Bet on Yourself - Be Bold.

ADVICE TO THOSE WHO OWN THEIR OWN BUSINESS?

Don't listen to those who tell you that you can't do something. If there is a need in the marketplace for your business and you have great tenacity and a willingness to learn from your mistakes, you will succeed.

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

I relax with my family and friends. My support network is important to me, and I enjoy fostering my relationships with those close to me.

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

The Public Library for Union County, United Network for Organ Sharing, The Association for Organ Procurement Organizations, The Lewisburg Downtown Partnership, The Lewisburg Children's Museum (coming soon)

WHAT ARE THE TOP 3 COMPANY PRIORITIES YOU FOCUS ON?

Creating transparency for businesses; improving the transplant experience for donors and recipients; and growing our relationships with our customers.

WHAT ARE THE CHARACTERISTICS YOU LOOK FOR IN EMPLOYEES?

We look for people who are always learning and growing and who are willing and excited to look at something in a different way.

Fiedler Chiropractic



Brandon Fiedler
55 Center Street
Milton, PA 17847
miltonchiropracticcenter.com
570-742-8495
Fax: 570-713-1953

WHAT MAKES YOUR BUSINESS/ORGANIZATION UNIQUE?

I am not only a Chiropractor but a Certified Medical Examiner for DOT physicals. I adjust patients, but I also do a fair amount of physical therapy and nutrition as well. We sell a great supply of supplements that help with the adjustment as well as overall health and wellbeing.

HOW DO YOU MARKET YOUR BUSINESS?

Milton Rotary Club, and I try to stay community oriented as much as possible, sponsoring a lot around the community; 5Ks, Little League, United Way, etc.

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

Fiedler Chiropractic, where wellness begins.

HOW MANY DOES YOUR BUSINESS EMPLOY?

1 Full time

WORDS TO LIVE BY?

You only live once.

ADVICE TO THOSE WHO OWN THEIR OWN BUSINESS?

Keep track of everything, always know what is going on at all times. Stay involved with the community - they are the people who support you!

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

Spend the day with my daughter. I love those daddy/daughter days.

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

Many 5K events, Men's Health Month (November), United Way and Milton Little League.

WHAT ARE THE TOP 3 COMPANY PRIORITIES YOU FOCUS ON?

Respect, Commitment and Health

WHAT ARE THE CHARACTERISTICS YOU LOOK FOR IN EMPLOYEES?

Personality, Conversationalist, Multi-tasker, Responsible

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P.O. Box 319

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Carol Hollister, Certified Aromatherapist
www.SunsetEssentials.com
sunsetessentials@gmail.com or call 570-412-4578

WHAT'S HAPPENING: MEMBER EVENTS



Third Annual Lake Augusta
Renaissance Festival
 Saturday September 10, noon - 6 pm
 Sunbury's Riverfront Park - \$5 adults, \$3 (under 16)

St. John's United Church of Christ
 Sunday, September 11
 Doors open at 12:30 pm - Early Bird game begins at 1:45
 Regular Games will begin at 2:00

gift card BINGO

Tickets - \$20 in advance, \$25 at the door
 Call 570-412-5127 or email stjohsucc@ymail.com to reserve your tickets!

St. John's UCC Fellowship Hall
 906 Old Route 15, New Columbia, PA 17856

2016 Mifflinburg 
Oktoberfest 

Friday, September 30 from 1 to 11pm
 Saturday, October 1 from 11am to 10pm

www.oktoberfest.mifflinburgpa.com

Under the Big Tents at the VFW Carnival Grounds
 10770 Old Turnpike Road
 Route 45 just west of Mifflinburg
 Free Parking & Admission - Rain or Shine

12th Annual Timothy Diorio Memorial Fall Classic Golf Tournament 

Thursday, October 6
 8:00 to 8:45 am - Coffee / Donuts
 9:00 am - Shotgun Start
 Located at:
 Shade Mountain Golf Course
 SR 104, .5 mile south of Middleburg
 \$75.00 per player/\$300 per foursome

Call Tpr. Rick Blair at 717-461-5051 or email riblair@pa.gov by Sept. 20

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.

Holiday Themed Crafts
 Home Décor
 Fall Home Show Expo
 Vendor Fair
 Delicious Food
 Free Admission
 Free Parking
 Give-aways
 Indoor Event

Call us today! (856) 765-0118

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

FUNDRAISER EVENT FOR:
HERITAGE SPRINGS MEMORY CARE ALZHEIMER'S WALK TEAM

SUNDAY, SEPTEMBER 11 2-4 PM
 \$35 PER PERSON *LIMITED TO 40 PEOPLE

REGISTER AT
WWW.PAINTPARTYANDMORE.COM/EVENT
 5190 STATE ROUTE 405 - MILTON

Paint Party & MORE 



MARK TWAIN REFLECTS
 SATURDAY, SEPTEMBER 17, BEGINNING AT 7 PM

ELIAS CENTER FOR THE PERFORMING ARTS
 212 S. 5TH STREET - MIFFLINBURG

TICKETS - \$10
 CHILDREN UNDER 12 FREE WITH PAID ADULT

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!

Are you Prepared?
 Register at SusquehannaBSA.org!

Sponsored by:
  

For more info call Zach Stotter at 570-326-5121 ext. 101 or email zstotter@scouting.org

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An Educational Course for Adults - Ages 50 to 70

Thursdays
 September 8 & 15
 6:30 to 9:30 pm

OR

Wednesdays
 September 14 & 21
 6:30 to 9:30 pm

at the Central PA Chamber of Commerce - 30 Lawton Lane, Milton

Presented by: **Financial Abundance**
 EDUCATION · CLARITY · CONFIDENCE

For more information, call: 814-876-2035

MAKING SENSE OF THE DEPARTMENT OF LABOR'S NEW EXEMPTION RULES

FRIDAY, OCTOBER 14, 2016 7:30-8:30AM OR 9-10AM
FREE TO ATTEND!

Register at www.centralpachamber.com/events

CENTRAL PA
 CHAMBER OF COMMERCE
Our Business Is Your Business

30 LAWTON LANE
 MILTON, PA 17847



Guest Speaker: Ryan M. Tira, Esquire - Mc Nerney, Page, Vanderlin, & Hall

Central PA Fall Home Show Expo

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

Donald H. Eichorn Middle School
 2057 Washington Ave
 Lewisburg, PA 17837

Sponsored by:



Fall is the time to plan your home improvement projects before winter arrives.

- Free Admission-Free Parking
- Hundreds of products and services
- Crafts in Autumn Show
- Giveaways every two hours

Vendors Information
 Always Positive Group
 (856) 401-9111
www.alwayspositivegroup.com

IMC UPCOMING SEMINARS & TRAININGS

DATE	SEMINAR	LOCATION	TIME
9/08/2016	Selling to the Government: The First Steps	Lycoming Chamber of Commerce - 102 W. Fourth Street - Williamsport	10:00 pm - 12:00 pm
9/28-30/2016	Preventive Controls Rule for Human Food	Innovation Park at Penn State 200 Innovation Blvd Technology Center - University Park	8:30 am - 5:00 pm
10/04/2016	COSTARS "It's Not Just Price"	Centre County Recycling & Reuse Authority - 253 Transfer Road Bellefonte, PA	10:00 am - 12:00 pm
10/07/2016	National Manufacturing Day	Learn more at www.mfgday.com	Let IMC know how we can promote your event
10/12/2016	Robots Changing the Way Manufacturers Compete	Best Western Inn & Conference Ct. 82 N. Park Place DuBois, PA	10:00 pm - 12:00 pm

IMC INNOVATIVE MANUFACTURERS' CENTER

LAURI MOON
 Manager, Training & Outreach
 570-329-3200 ext 8085
laurim@imcpa.com

<http://www.imcpa.com/events/>

One College Avenue
 DIF 32
 Williamsport, PA 17701
 1-800-326-9467

SBDC
 PENNSYLVANIA

**Small Business Development Center
 Bucknell University**

Helping businesses start, grow, and prosper.

Bucknell University SBDC
 112 Dana Engineering Bldg.
 Lewisburg, PA 17837
 P (570) 577-1249
 F (570) 577-1768
sbdc@bucknell.edu
www.bucknell.edu/sbdc

BUCKNELL SBDC UPCOMING SEMINARS & TRAININGS

DATE	SEMINAR	LOCATION	TIME	COST
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
9/28/2016	Tech Meetup: Entrepreneurs, Innovators, & Elevator Pitches	416 Market Street 2nd Floor Bucknell Entrepreneurs Incubator, Lewisburg, PA 17837	12:00 pm - 1:00 pm	none
10/07/2016	The First Step Pre-Business Workshop	Degenstein Library 40 South 5th Street Sunbury, PA 17801	11:00 am - 1:00 pm	\$25

30TH ANNUAL EVANGELICAL GOLF CLASSIC RAISES OVER \$45K

LEWISBURG- Evangelical Community Hospital hosted a special 30th Golf Classic Event on Friday, Aug. 12, at the Susquehanna Valley Country Club. The event was a great success, with nearly 200 golfers raising more than \$45,000 after expenses for Pre-Hospital Services, which is also in its 30th year of service to the community.

The Golf Classic event raises funds for life-sustaining treatments performed by trained paramedics and emergency medical technicians at the scene of an emergency. These emergency responders also provide vital patient information to Emergency Department personnel before the patient arrives at the Hospital.

This year's golf event raised funds through registration and featured on-the-course contests. For only the second time in the event's history, Brian Warrender of Williamsport, got a hole-in-one on hole number three making him eligible to win the 2017 Ford Mustang from Selinsgrove Ford. Another notable achievement was a hole-in-one for Jason Aben

of Dallas, who aced hole number five. Morning flight winners were: gross - Bayard Printing Group, Keystone Communications and Cornerstone Advisors with net winners being Keystone Communications, Silvertip and NWN Corp. Afternoon flight winners were: gross - Mifflinburg Bank & Trust 1, VNA Health System 2 and Wood-Mode with net winners being Vil-lager Realty, VNA Health System 2 and Watsontown and Milton Nursing and Rehabilitation Centers.

Frank Furman and Garrett Benner got closest to the pin, Chris McManus and William Anderson were closest to the line, Luke Besch and Dwaine Reeder had the longest drive, and Bill Sailus, Andy Remely, and Greg Klebon won the putting contest. 30th Anniversary Raffle winners were Mark Lundberg - fitted Nike

Vapor Fly golf clubs, which included a bag, irons 3 through sand wedge, and a putter; Todd Stefan - a Nike Vapor Flex 440 Driver; and Ryan Wood - a Nike Method Counterflex Putter.

Quandel Construction Group, Inc., served as the main Event Sponsor.



Burke P. Derr/Karl A. Servinsky Memorial Tennis Tournament Event Coordinator Caroline Gillott awards the first place plaque to Andy McNeal, of Milton, who won this summer's teen singles title. The tennis tournament held in Mifflinburg featured McNeal who was undefeated in the round robin double elimination tourney. McNeal beat his foes with scores of 8-2, 8-3, 8-4 and 8-4. Second place went to Tori Brubaker of Northumberland. Brubaker scored 8-4, 8-5 and 8-6 victories against her opponents but lost 8-4 to McNeal. Braden Forseman of Hughesville placed third in downing opponents by 8-3, 8-1 and 8-6. He lost to McNeal, 8-3, and to Brubaker, 8-6. More information is available on Facebook under 'Burke P. Derr/Karl A. Servinsky Memorial Tennis Tournament'. All proceeds benefitted Pennsylvania Cystic Fibrosis, Inc. (PACFI), an independent, nonprofit, all volunteer 501(c)(3) organization that provides services and support for PA individuals and families affected by cystic fibrosis (CF) and annually funds some of the nation's most progressive CF research.



At right, state Rep. Lynda Schlegel Culver joins Tara Cristina, Media Marketing Consultant at Seven Mountains Media and the mascot of Bigfoot Country for a photo at the 6th Annual Senior Expo on July 28 in Sunbury, sponsored by Rep. Schlegel Culver's office.

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Bits from Bruce

HOW TO CONDUCT EFFECTIVE MEETINGS

How much of your time goes into job-related meetings on a weekly basis? My guess is that it's a lot! Whether you chair the meeting or you are just a participant, meetings occupy a large portion of your time.

Imagine the benefits if you manage to make your meetings just a bit more effective. I have been both a participant and a chairperson in a lot of meetings. As you would expect, I've had many different experiences. Here are some of the negative:

- In some cases, the points discussed in the meeting were on a totally different topic than expected, based on the agenda.
- In others, people started to attack each other by surprise, although no concerns were voiced prior to the meeting.
- Other times, a meeting that was expected to last a half hour ended up lasting for a half day!
- Or, how about those meetings that don't actually accomplish anything?

Fortunately, there are also effective meetings that help solve problems and push things forward. Before going further, don't think about meetings only as a formal gathering of a lot of people. This also means meeting just one colleague to agree on the next steps of a project. Let's get into a few rules for effective meetings that can really make a difference when applied consistently.

Rule #1: Be Clear on the Objective of the Meeting - Lacking clarity on the objective of the meeting is the number one root cause of wasting time in meetings. Especially with several people in the room, discussions can go into all sorts of directions. If you chair the meeting, establish and align the objective of the meeting by setting the agenda stage. If you are a participant and the objective is not clearly communicated to you, ask for the objective to be clarified upfront.

Rule #2: Do Your Homework Well - Preparation is a key requirement for effective meetings. Ask yourself how you can contribute in the best way to the meeting, and do your homework in advance. If you chair the meeting, actively ask everybody to have their homework done by the time of the meeting, so that the time is spent to add value, not to update those who came unprepared.

Rule #3: Ask Yourself if You Really Need to Be Part of A Meeting - There are so many meetings going on, and we may be expected to attend lots of them. However, you don't have to attend all the meetings you get invited to. Ask yourself if you can add value to the meeting. Determine if your presence in the meeting allows you, or others, do a better job than if you don't participate directly. If the answer is no, than decline participation.

Rule #4: Recognize When a Meeting Is Needed - There are situations in which e-mail and phone calls are the best communication tools to use, and there are also instances in which meetings are much more suitable. For example, people start adding to never-ending e-mail chains, when a meeting may be a much more constructive and effective approach. If you find yourself stuck in a situation like this, take the initiative and get all the key stakeholders together. This is particularly effective in the case of very complex projects or when there are tensions that get in the way of effective collaboration.

There's no need to overcomplicate things. If you follow the tips above consistently, you will certainly enjoy more effective meetings.

Bruce

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



PPL WARNS OF SCAMS

NORTHUMBERLAND – PPL Electric Utilities is warning its customers to be aware of a phone scam in which calls appear to come from PPL and mimic its call center.



Customers are being called and told their account is delinquent and they need to make an immediate payment or have their electricity shut off. In many cases, customers are being told to pay with prepaid debit cards. They are being instructed to call a phony call center, where they are prompted to enter their account information.

In one brazen attempt, a scammer walked into a business pretending to be from PPL and demanded money under threat of a service shut-off but was unsuccessful.

Threatened shut-offs are a tactic used in previous scam attempts against our customers and at other utilities across the country.

The bogus number that customers are being told to call – 855-625-7634 – has been associated with other scams against utility customers in other parts of the country. Another number – 844-255-4708 – also is being used. In some cases, the bogus number has been set up to look on Caller ID like it is from PPL.

More recently, scammers are now using a different phone number – 866-978-5151 – to imitate PPL's automated phone system and try to steal your money. No matter what number they use, the advice remains the same to residential and small business customers: the only number you should be calling to discuss your account is 1-800-DIAL-PPL (1-800-342-5775). Mid-size to large businesses can call 1-888-220-9991, option 4.

Mostly business, and some residential, customers have been targeted by the recent scams.

Here is important information to avoid scams:

- PPL never sends anyone to demand bill payment
- PPL doesn't call customers seeking personal information
- PPL never call customers threatening to shut off electric service unless immediate payment is made
- PPL doesn't accept Green Dot or other prepaid debit cards for bill payments

PPL does conduct collections activities on accounts that are legitimately delinquent. Service termination always is a last resort. When they begin the service termination process, they provide a formal notification that involves a letter and phone call. At any time, a customer who is delinquent can call to make a payment arrangement and avoid shutoff.

Be sure to report any scam attempts to PPL at 1-800-342-5775 and also to local police.

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OUR MEMBERS RECOGNIZED

Central PA Chamber of Commerce

MILTON - Bruce Smith, President & CEO of the Central PA Chamber of Commerce, recently completed his first year at Institute for Organization Management, a four-year nonprofit leadership-training program, at Villanova University. Institute for Organization Management is the professional development program of the U.S. Chamber of Commerce Foundation. It is the premier nonprofit professional development program for association and chamber professionals, fostering individual growth through interactive learning and networking opportunities.

"Institute graduates are recognized across the country as leaders in their industries and organizations," said Raymond P. Towle, IOM, CAE, the U.S. Chamber Foundation's vice president of Institute for Organization Management. "These individuals have the knowledge, skills and dedication necessary to achieve professional and organizational success in the dynamic association and chamber industries."

Since its commencement in 1921, the Institute program has been educating tens of thousands of association, chamber and other nonprofit leaders on how to build stronger organizations, better serve their members and become strong business advocates. Institute's curriculum consists of four weeklong sessions at five different university locations throughout the country. Through a combination of required courses and electives in areas such as leadership, advocacy, marketing, finance, and membership, Institute participants are able to enhance their own organizational management skills and add new fuel to their organizations, making them run more efficiently and effectively.

The U.S. Chamber of Commerce Foundation is a 501(c)(3) affiliate of the U.S. Chamber of Commerce dedicated to strengthening America's long-term competitiveness. They educate the public on the conditions necessary for business and communities to thrive, how business positively impacts communities, and emerging issues and creative solutions that will shape the future.

Graphite Grantworks

WILLIAMSPORT - Jennifer Neuhard Rempe, owner of Graphite Grantwork, has joined Lycoming College's marketing and communications office as associate director, enrollment marketing. In this position, she will leverage her considerable higher education experience to help the institution further broaden its student enrollment reach in both new and existing markets.

Rempe provides strategic marketing support for college admissions and retention efforts, and leads efforts to develop and



Bruce Smith

produce social media content for the College. She will also support objectives to position the college on a larger national and global platform, outside of traditional enrollment initiatives.

As a marketing professional with more than 20 years of experience, much of it in higher education, Rempe has a track record of growing enrollment, specifically making use of content marketing, at the Florida Institute of Technology in Melbourne, Fla., where she served for seven years as assistant vice president for university marketing. She also has led public relations, marketing and media buying efforts for international brands as diverse as Ron John Surf Shop and the NHL's Buffalo Sabres.

While at Florida Tech, Rempe led the marketing team to support the university's enrollment goals and won numerous awards for their work, including a National Best in Education website.

Heritage Springs Memory Care

LEWISBURG - Heritage Springs Memory Care, Lewisburg, is proud to welcome Tina Sauers, LPN, Resident Care Director. In this new position, Tina will oversee the nursing department and work with the team, residents, and family members to ensure residents' overall wellness.

Tina has more than 20 years experience as an LPN, working for Lewisburg Pediatrics and Buffalo Valley Lutheran Village. She loves the calming atmosphere at Heritage Springs and looks forward to each day as a new adventure.



Tina Sauers

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 month of July. The award for most gross commission closed was awarded to Ann Hilliard. Ann also received Listing Agent of the month and Brett Barrick, Doug Wertz and Ann Hilliard all received the Sales Agent of the month. "Congratulations to these three agents who always put forth the extra effort for their clients," Barrick said.

Coldwell Banker Penn One Real Estate is located at 331 Market St., Lewisburg, PA and can be reached at 570-524-7500 or coldwellbankerpennone.com. Coldwell Banker Penn One Real Estate has been serving the area for 30 years.



Ann Hilliard



Brett Barrick



Doug Wertz

West Milton State Bank

WEST MILTON - David S. Runk, President and Chief Executive Officer of West Milton State Bank, has been elected to the Pennsylvania Bankers Association (PA Bankers) Board of Directors. Runk represents Group 4 on the Board. The Board of Directors, which includes PA Bankers' officers, will meet at least quarterly to determine the policies and administration of the association. Members of the board are senior-level officers of PA Bankers' member banks. Runk began a three-year term starting July 1.

As President and CEO, he is responsible for overseeing all areas of the bank. He joined West Milton State Bank in 2011 and has been in banking for 22 years. Runk also serves on the Union County Library Investment Board.

The Pennsylvania Bankers Association, located in Harrisburg, is the state's leading banking trade association representing an expansive and diverse membership. The association offers extensive continuing education programs, government relations representation on behalf of the industry, and provides numerous products and services for banks and their employees.

Berkshire Hathaway HomeServices Hodrick Realty

LEWISBURG/DANVILLE - Kevin Hodrick, Broker, Berkshire Hathaway HomeServices Hodrick Realty, announced the Lewisburg and Danville offices' monthly awards for July. In Lewisburg, the award for the sales associate with top production in Listings went to Connie May while the top Sales Award went to Cheryl Heffernan.

"Connie and Cheryl are both true assets to our company. Connie is an outstanding sales professional who is always looking out for her clients' best interest and Cheryl is the consummate professional, who works tirelessly to help her clients fulfill their real estate needs," Hodrick said. In Danville, the award for the sales associate with top production in listings went to Chase Tobias while the sales award went to Kevin Morris. "Chase and Kevin always take the time to understand their client's circumstances so they can give the best advice and supply local insights that will allow them to make the right decisions," Hodrick said.



David Runk



Connie May



Cheryl Heffernan



Chase Tobias



Kevin Morris

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Evangelical Community Hospital

LEWISBURG – William Franquet, Certified Public Accountant (CPA), was recently named Associate Vice President of Revenue Cycle at Evangelical Community Hospital.

Franquet has responsibility for the overall leadership, planning, direction and management of all revenue cycle activities of the Hospital and its affiliated entities including, but not limited to: registration, scheduling, billing, collections, coding, transcription, denial management, contract management, minimization of bad debt, improvement of cash flow, accounts receivables, and financial planning for patients. Franquet has 16 years of healthcare experience and has worked as a healthcare revenue cycle consultant during the last seven years for several different organizations. He has been employed in clinical software services and patient financial services and has also worked as an information technology auditor. Most

recently, he served as a Senior Revenue Cycle Consultant for Pursuit Healthcare Advisors in Ft. Washington, Pa.

In addition, Wendy Rowan, MS, CNMT, ARRT(N) of Selingsrove, has been named Director of Imaging Services at Evan. As director, Rowan provides leadership for and manages the oversight and



William Franquet



Wendy Rowan

strategic direction for the Hospital's Imaging Services. The goal being to effectively deliver high quality, cost-effective, patient-focused, diagnostic and therapeutic imaging services designed to meet the needs of the community. With more than 15 years of experience in the field of Medical Imaging, Rowan has been part of the Evangelical family of employees since November 2015 when she was hired as the Clinical Operations Manager for Imaging Services.

Prior to Evangelical, Rowan served as the Vice President of Clinical Operations for Integral PET Associates, LLC, in Paoli, Pa. And, in other news, Evan is pleased to welcome Timm Moyer to its Board of Directors.

Moyer is a co-founder and President of MoJo Active, an integrated marketing company located in Watsontown. Moyer and his business partner grew the company to 28 employees over the past 15 years. With expertise ranging from traditional print advertising and crisis communications to Web site development, e-commerce and digital marketing, the company serves more than 100 clients from California to Boston. Moyer's areas of expertise include marketing strategy, branding, corporate image revitalization, Web development and traditional advertising.

"Timm brings to the Board skills that are important as the Hospital continues to expand its healthcare offerings," said Julie Barna, Chairman of the Evangelical Board of Directors. "He un-

derstands technology and image in a way that is vital for a growing organization. His leadership experience will help to further our mission of providing a broad range of healthcare services to our community." Moyer lives in Watsontown with his wife, Kristen. They enjoy traveling, attending sporting events and the theater.

North Shore Railroad

NORTHUMBERLAND - To celebrate its 32nd Anniversary of rail service, the North Shore Railroad launched its first ever company store, calling it the Warehouse.

Job Stotter, North Shore's Vice President and Chief Operating Office said, "For years our rail fans have asked us to open a store. When setting up our store it was important to make the shopping experience as simple as possible." One of the great features of the Warehouse is free shipping. Since all items available at this time are apparel, there is also no sales tax.

Items in the Warehouse include locomotive and logo T-shirts and hats. Employees and their families submitted the designs. There are many more designs to follow the current inventory. The Warehouse logo was inspired by North Shore's home office in Northumberland. The building was originally the Lackawanna Freight House, built in 1915. The Freight House was reconstructed into an office by North Shore, holding the original building design - depicted by the Warehouse logo. For more information, visit the Warehouse at www.NorthShoreWarehouse.com.

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From left to right: Kingdom Kidz Inc. Team Members Courtney Raup and Barb Knopp hold the bus for children to participate in the safety song, 'Riding the Bus' at a recent safety event. Children learned the correct way to ride the school bus from Fireman Frank. For more information on the various programs and upcoming events, visit www.hiskingdomkidz.org.



Construction on the addition at Heritage Springs Memory Care, Lewisburg, is well underway! Pictured is the 'Resident Construction Manager' checking in on the progress. The new 28-bed neighborhood is expected to open this winter.

Tips from Tea Jay



WHAT MAKES A LEADER?

I was shocked to learn recently, while attending a seminar, that three out of four people would take a new leader over a pay raise. That is alarming to me! What does this say about the qualities of many leaders? Here are some things I look for in leaders around me.

Clarity is something every leader needs to have. This means they need to be easily understood, show some emotion and have a vision. A leader with these qualities is magnetic.

Clarity results in influence, which is the essence of leadership. Influence others by showing them what is possible.

Also, we are all defined by how we handle things. So, set a good example and be someone others want to serve or even be. Leaders need to be in touch and close to those who are doing the transactions. Sprint hard all the time and your team will, too.

In addition, care about others, give through your trials and remember kindness is key. What are you hiding of yourself that others need to see? Honesty is something we all look for and value in a leader. Employees are looking not only for a paycheck but also a preferred future. We need to engage the heart. Remember what is rewarded is repeated, so celebrate accomplishments! Make it about the individual. Don't miss an opportunity to thank or commend a good job. People are the key and foundation to any business.

If your actions inspire others to dream more, learn more, do more and become more,
YOU ARE A LEADER.
 — John Quincy Adams

In order for a team of people to be successful, there are some key elements that everyone must embody:

- Good communication skills. This includes speaking, writing and listening.
- Nice attire. Make a statement before you speak.
- Promptness. Be on time, ahead of time, dependable and most importantly respect others' time.
- Hunger for knowledge. Be the go-to person for the team.
- Interpersonal skills. Work in a diverse environment.
- Dealing with adversity. Have rock solid principals.
- Have Fun! Care about others on your team and their success more than your own.

I would also say to any leader to have pride and performance in everything they do. Do your best in no matter what you choose to do. Everyone has the right to fail; but not the right to fail for everybody else. When you think about work, and life in general, ask yourself "if I didn't show up today, would anyone miss me?"

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

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Trooper Richard 'Rick' Blair, the Community Services and Public Information Officer for the Milton, Selinsgrove and Stonington State Police Barracks, stands in for a picture, with, from left: Lexi, Shawn and Mikey Felty, representing Sire Advertising. On May 31, Shawn Felty, Sire Advertising President, completed 108 holes of golf for the Sire Advertising 9th Annual Golf Marathon to raise money for the Susquehanna Valley Law Enforcement Camp Cadet, as well as the Selinsgrove Fifth Grade Camp. Donations totaled more than \$6,000. The Susquehanna Valley Law Enforcement Camp Cadet is a week-long summer program that introduces boys and girls ages 12 to 15 to a variety of police academy experiences. Topics also include: alcohol, drug and tobacco avoidance, self-esteem, discipline, teamwork and structure. Trooper Blair is the Director of SVLECC. He notes the camp is funded strictly by generous donations from industry and private citizens. To learn more about ways you can support the camp, call 570-524-2662 or visit www.svlecc.com and its Facebook page. The Selinsgrove Area Intermediate School Outdoor Education program will continue to bring valuable educational program to future students in our school district, according to Matthew Conrad, Principal of Selinsgrove Intermediate School. Sire Advertising selects new local youth organizations every year to benefit from the Sire Golf Marathon proceeds. In nine years, the Sire Golf Marathon has raised over \$53,000 in contributions.



Albright Care Services celebrated its centennial anniversary day at RiverWoods on Aug. 4. Albright hosted a farm-to-table dinner made with locally sourced ingredients in a tent, followed by a jazz concert by Lewisburg native and guitarist Rolf Sturm, at left, along with Jenna Mammina (vocals) and Anton Denner (sax and clarinet). Slifer House Museum, the birthplace of Albright, hosted the concert—the sixth and final in its annual summer concert series. Historical demonstrations, crafts and fresh produce sales were available, recalling the early traditions of the craft bazaar and yields of the 200-acre farm.

Visit www.albrightcare.org and find them on Facebook to learn more about the celebration!

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Photos by: PhotoWhere Photography and Central PA Chamber of Commerce



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Type of Property: LAND						
Milton Industrial Park	3.80	N/A	Sale	Tanner Lot 1	Bruce Smith Jr.	570-742-7341
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 Locoming 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	Korosz	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
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 Benshoff	570-742-7984 x102
Milton Industrial Park	90	N/A	Sale	N/A	Kim Benshoff	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
Watson town	N/A	1770	Lease	20-65267	Wally Fairman	570-538-2582
Watson town	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
100 Mercer Drive, Lock Haven	4.89	32,561	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
1225 Clayton Avenue, Williamsport	3.2	45,052	Sale	Bower	Mericle Comm. Real Estate	570-323-1100 NEW
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, Hazleton	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	570-847-0522
165 Troxelville Rd, Penns Creek (3 units)	N/A	520 - 3,450	Lease	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
332 Market Street, Lewisburg	N/A	4,873	Lease	20-68464	Larry Johnson	570-847-0552 NEW
235 Market Street, Sunbury	N/A	400	Lease	20-68860	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 Benshoff 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	570-847-0522
271 N Susquehanna Trail, Selingsgrove	.336	2,767	Sale	20-64752	Larry Johnson	570-847-0522
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

LATEST PARTNERSHIP IN SUPPORT OF LOCAL BUSINESSES

MILTON – The Central PA Chamber of Commerce and Susquehanna River Valley Visitors Bureau are now offering introductory membership rates to non-members that are members of the other organization. On the side of the Central PA Chamber, this partnership will be similar to the existing Downtown Affiliate Partnership agreements currently in place with Mifflinburg Heritage & Revitalization and Sunbury Revitalization, Inc.

Non-members of the Chamber, who are members of the Susquehanna River Valley Visitors Bureau, may join for their first year at the introductory rate of \$119, according to the 2016 dues structure. And, Central PA Chamber members who are not members of the SRVVB, can receive a special one-year membership for \$160 (a \$90 discount) when they join.

For more information, visit www.centralpachamber.com or www.visitcentralpa.org/member-services/membership-benefits.

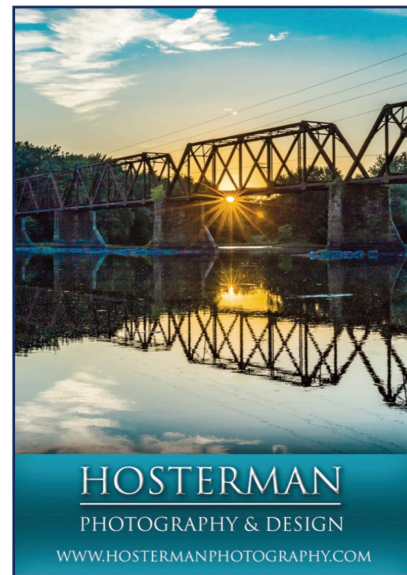


SUSQUEHANNA RIVER VALLEY
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Our Business Is Your Business

Location	Acreage	Sq. Ft. of Building	Terms	Reference	Contact Name	Contact Phone
332 Market Street, Lewisburg	N/A	4,873	Lease	20-68464	Larry Johnson	570-847-0552 NEW
132 South 2 nd Street, Sunbury	.8	17,136	Sale	20-68637	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, Selingsrove	.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
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 Benschhoff 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
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
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 Benschhoff	570-742-7984 x102
13 South Industrial Park Road, Milton	N/A	25,000	Rent	Building #5	Kim Benschhoff	570-742-7984 x102
13 South Industrial Park Road, Milton	N/A	40,000	Lease	Building #8	Kim Benschhoff	570-742-7984 x102
13 South Industrial Park Road, Milton	N/A	40,000	Lease	Building #7	Kim Benschhoff	570-742-7984 x102
2nd Floor 101 Locust Street, Milton	N/A	N/A	Rent	N/A	Andy 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
132 South 2 nd Street, Sunbury	.8	17,136	Sale	20-68637	Larry Johnson	570-847-0552 NEW
Type of Property: RESTAURANT BUILDINGS						
801 N Market Street, Selingsrove	.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
950 US 522, Selingsrove	1.5	3,224	Sale	20-68436	Larry Johnson	570-847-0552 NEW
Type of Property: SPECIAL USE BUILDINGS						
2355 Route 442, Muncy	4.02	13,000	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
132 S 2 nd Street, Sunbury	.8	17,136	Sale	20-68637	Larry Johnson	570-847-0552 NEW
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, Selingsrove	.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
950 US 522, Selingsrove	1.5	3,224	Sale	20-68436	Larry Johnson	570-847-0552 NEW



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UPCOMING CHAMBER EVENTS

CENTRAL PA
BUSINESS & EDUCATION ASSOCIATION
Seminar & Training Series
Grant Writing Tips & Strategies
9 to 11 a.m. Friday, Sept. 23 @
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
Ideal for representatives of non-profit organizations, this class will include the following topics:
Articulating Needs, Goals and Evaluation; Establishing a Grants Program; Learning How to
Design a Fundable Project; and Budget.
Presented by:
CENTRAL PA CHAMBER OF COMMERCE
GRAPHITE GRANTWORKS

CENTRAL PA
CHAMBER OF COMMERCE
Our Business Is Your Business
JOINT LEGISLATIVE BREAKFAST
STATE ISSUES - Friday, Sept. 16
7:30 - 9:00 am
The Country Cupboard, Lewisburg- \$15
Sponsored by:
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MEMBER APPRECIATION CELEBRATION!
Tuesday, September 20
4:00 - 7:00 pm
Central PA Chamber
Register by September 13!
FOOD PROVIDED BY:
Scholar **BERWITZ** and **DAWGS**
DESSERTS PROVIDED BY:
The **Country Cupboard**
MUSIC BY:
iHeart MEDIA
WILLIAMSPORT
SERVICE WARE PROVIDED BY:
A+ OFFICE OUTLET

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

FREE copies of "It's Your Business" are available at the following:

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Keystone Housewares • La Esperanza Day Spa
Larry's Pizza & Subs • Short Stop
OIP • Old Turnpike Restaurant
West End Library, Laurelton

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Lewisburg Pharmacy • Lewisburg Hotel
Susquehanna River Valley Visitors Bureau

MILTON
Arrowhead Restaurant • The Coup Agency
GSV YMCA • Milton Borough Office •
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Email Address: _____

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Central PA Chamber of Commerce
30 Lawton Lane
Milton, PA 17847

Phone: 570-742-7341 or 570-768-4900

Fax: 570-742-2008

Email: tjaikey@centralpachamber.com

Breakfast Briefing

- Partnering Sponsor (\$125 each)
 - January 20, 2017
Interaction Dynamics Group
 - March 17, 2017
Customized Tutoring Services
 - May 19, 2017
Wells Fargo Advisors
 - August 18, 2017
 - October 20, 2017
 - December 15, 2017

Legislative Briefing

- Partnering Sponsor (\$500 each)
 - February 17, 2017
 - April 21, 2017
 - September 15, 2017
 - November 17, 2017

Annual Meeting & Awards Ceremony

February 23, 2017

- Premier Sponsor (\$900)
Jersey Shore State Bank (Lewisburg)
- Partnering Sponsor (\$500)
- Contributing Sponsor (\$300)

Member Benefits & Opportunity Guide

- Back Page Feature (\$500)
- Page 16 Feature (\$200)
- Page 17 Feature (\$200)

President's Club

- President's Club (\$600)

Building Leaders for the Susquehanna Valley

- Lunch Sponsor (\$200)

Central PA Career Fair

November ?, 2017

- Lunch Sponsor (\$350)

Spring Career Awareness Fair

May 17, 2017

- Lunch Sponsor (\$300)

Central PA Business & Education Association Award

- Award Sponsor (\$25 or greater)

Business & Education Association Golf Tournament June 16, 2017

- Master Sponsor (\$900)
Financial Abundance
- Beverage Sponsor (\$500)
- Lunch Sponsor (\$400)
- Cart Sponsor (\$350)
- Silent Sports Memorabilia Auction
Sponsor (\$300)
- Hole Sponsor (\$150)
- Goodie Bag Sponsor (125 Items)

Golf Ball Drop June 16, 2017

- Premier Sponsor (\$500)
- Ticket Purchase (\$10)

School Counts! (FREE)

- School Counts! Partner

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When you work with PA Chamber Insurance, you not only get the best in benefits *solutions*, you also get the power of the PA Chamber of Business and Industry's pro-business advocacy efforts and our commitment to your company's economic growth and stability.

PROMISE.

Our customers are our number one priority. Our commitment is to deliver you outstanding service and support including:

- Personalized assistance from experienced benefit experts
- One number to call for all your benefit needs
- Our Service and Support team is PA Insurance Department licensed and bring 15+ years of healthcare experience
- One-on-one employee enrollment services

From the first conversation to the results you are counting on, PA Chamber Insurance simplifies the complexity of navigating healthcare benefits for business, employees and individuals. We strategize with you on plan design and options that best meet your health and budgetary needs.

PA Chamber Insurance offers medical benefits including:

- Group health options
- Self-insurance
- Sole proprietors and individual health options
- Short Term Medical Options
- Medicare Health Options – Supplement & Advantage Plans

PRODUCT Uniqueness.

Dental, vision, life and more – and with no minimum participation requirements!

There's no better way to supplement your healthcare program than by also offering dental, vision, life, disability and other specialty coverages. And PA Chamber Insurance offers **exclusive, competitively priced benefits** that include guaranteed issue and most with **no minimum participation requirements!** Coverage may be voluntary and options include:

Accident insurance	Life
Cancer insurance	Long-Term disability
Critical illness	Short-Term disability
Dependent life	Supplemental life
Dental	Vision

Human Resources *solutions*

Our credentialed, in-house Human Resources Consultant can assist you with a variety of services to help you with your most pressing HR needs:

- ✓ Model notices, **required by law**
- ✓ Onsite training for both supervisors and employees
- ✓ Employee handbook review, creation and revision
- ✓ HR Policy creation, assistance and implementation
- ✓ Job description review and creation
- ✓ Employee benefit open enrollment communication materials
- ✓ Access to compliance services for your employee benefits plan

Our top-rated educational programs and publications offer step-by-step instructions on how to comply with the law and control your costs:

- ✓ HR publications including Federal and PA Labor Law posters, *Unemployment Compensation Guide* and *PA HR Manual*
- ✓ HR educational events including webinars, half-day roundtables and conferences covering top issues from top experts. Many events also provide continuing education credits – SHRM (SHRM-CPSM/SHRM-SCPSM) and HRCI (PHR/SPHR/GPHR)

Workplace and compliance *solutions*

Great healthcare coverage is just the beginning. PA Chamber Insurance offers a wide array of benefits and services designed to make administering your program easier and offer even more to meet your employees' and their families' needs.

Our work-place programs include:

- Employee Assistance Program
- Drug free workplace policies
- Wellness

Compliance and Actuarial Services include:

- Premium Only Plan ("POP") document preparation
- Plan Document customization
- Required Model Notices templates

PROGRESSIVE.

Become part of a healthcare solution with PCI Benefits Consortium

Self-funding is becoming an increasingly popular alternative for companies to manage their growing healthcare costs.

Your company benefits from the PCI Benefits Consortium self-funded product in four key areas; lowering costs, cash flow advantages risk management and financial control:

Lowers Costs:

- Self-funding your benefits eliminates insurance company profits, risk charges, premium taxes, and excessive expense charges
- Plus you manage your assets and reap the benefits of your investment through direct financial returns vs. just "paying premiums"
- Through the Benefits Consortium purchasing power, you get volume discounts for stop loss insurance

Cash Flow Advantages:

- Your company benefits from a fixed monthly budget
- All surpluses are returned or retained by the employer

Risk Management:

- Your company benefits from year-to-year price stability
- As a member of the Consortium, you retain only a very predictable risk layer and the more volatile risk is transferred to the stop loss carrier
- You get the advantages of better underwriting that is more in tune with your employee needs

Financial Control:

- Wholesale prices
- Volume discounts
- Stability and success
- Superior risk management

You benefit from our group purchasing power:

- Wholesale prices
- Volume discounts

Plus you get choice of carrier, network and plan design.

You use the carrier of your choice — with the same network, discounts and plan design you're familiar with.

PRO BUSINESS

By working with PA Chamber Insurance, you also get the backing of the advocacy efforts of the PA Chamber of Business and Industry.



The PA Chamber is working with state lawmakers in Harrisburg to:

- Reduce Pennsylvania's business tax burden
- Provide effective and quality health-care to employers and employees at a reasonable cost
- Reform Pennsylvania's unbalanced legal system
- Ensure that Pennsylvania's environmental regulations are based on sound science and allow flexibility in their achievement



- Make Pennsylvania's labor laws more balanced and cost-effective
- Improve Pennsylvania's transportation infrastructure
- Ensure an education system that better meets the needs of today's students and tomorrow's entrepreneurs and workforce
- Maintain fiscal responsibility in Pennsylvania's government

Members save Time and Money

Pennsylvania Chamber gives you exclusive access to a wide range of business solutions and money saving programs.



Renowned Education and Training

A trusted leader in helping businesses with essential compliance information

Our events provide attendees with ideal settings to hear from top field experts and state officials, as well as develop business relationships with peers facing similar business and regulatory challenges.

Our conference, roundtable and webinar topics include:

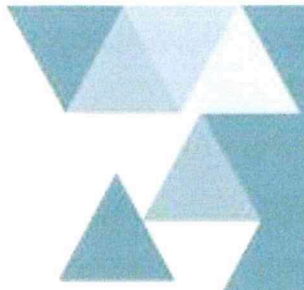
- Environmental Laws and Regulations
- IT Security
- OSHA and Workplace Safety
- Workers' Compensation
- Unemployment Compensation
- Human Resources
- Marketing
- Tax and Finance
- Economic Forecast
- Leadership Development

Continuing Education Credits

The Pennsylvania Chamber not only presents some of the most knowledgeable, respected and exciting speakers anywhere, our courses offer a variety of continuing education credits for many professionals, including attorneys, accountants, HR professionals, safety managers, environmental managers, industrial hygienists and IT professionals.

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For more information about the PA Chamber visit pachamber.org



DailyChoices

Wellness Quarterly Newsletter

September 2016

Flu Shots

Influenza is not just a common cold. The CDC classifies the flu as an extremely contagious disease that can lead to serious complications and result in hospitalization and sometimes even death. "Flu season" in the United States can begin as early as October and last as late as May. An annual seasonal flu vaccine is the best way to reduce the chances that you will get seasonal flu and spread it to others.

Flu vaccines are made from the three or four flu viruses that are most likely to make you sick during the upcoming year. These vaccines cause antibodies to develop in the body that fight against infection from the viruses. Contrary to popular belief, you cannot get the flu from the flu shot itself.

According to the CDC, 5% to 20% of the U.S. population will get the flu annually. It is the eighth leading cause of death in the USA killing 3,000 to 49,000 people each year. 80% and 90% of flu related deaths occur in people 65 years and older.

CDC's Top 10 Reasons to get a Flu Shot

1. It can save your life!
2. Help strengthen society's immunity to Influenza.
3. Everyone is eligible for a Flu shot.
4. Suffer fewer sick days from work.
5. Protects those with weakened immunity.
6. Not only do you benefit, so do your co-workers, friends and family.
7. There is a needle-free option!
8. It is affordable and convenient.
9. Flu seasons can be unpredictable.
10. The earlier you get immunized—the better!

Call Evangelical Community Health and Wellness for details on our Flu Shot Clinic Program! 570-768-3200



Holiday Maintenance with Maintain Campaign!

Does your workforce struggle to make it through the holiday season without gaining weight?

If so, the Maintain Campaign can help! Maintain Campaign focuses on maintaining a healthy weight over the holiday season, a time when it is difficult to do so. This program aids in overcoming the common road blocks to a healthy routine the holiday season throws at us, such as stress, cold weather, and an abundance of food. Maintain Campaign increases awareness when it comes to moderate consumption of those holiday treats, and increased need for fun holiday physical activities! Included in the program are tools and tips that target stress management to keep the holidays simple. Make it a goal this year to maintain a healthy lifestyle during the holiday season with Maintain Campaign!

Call Evangelical Community Health and Wellness for details on our Worksite Wellness Incentive Programs! 570-768-3200



STRESS LESS TIPS!

1. Stress is a part of life. You cannot control everything that happens, only your reactions. Try deep breathing techniques to stay calm under pressure and react in a positive way.
2. Negative thoughts cause negative body responses. The voice in our head can help us or hurt us. Practice changing your negative thought to a positive.
3. Stress is like a spice, and you need just the right amount to enhance the flavor of your life without overpowering it. Find ways to stay physically, mentally, emotionally and socially active without becoming overwhelmed.
4. Learn to say NO... and mean it! The activities you say YES to should be those that you enjoy and bring fulfillment to your life.
5. Find a stress relief technique you enjoy. This may take some trial and error. What relieves stress for one person, may create more stress for someone else. Find what works for you and stick with it.
6. Laughter is the best medicine. Children laugh up to 300 times per day. Adults MIGHT laugh 10-15 times. Find the joy and humor in daily life.
7. Move your body! Activity is a great stress reliever. Take a walk, garden, do yoga or simply go outside and "play". Choose an enjoyable activity that fits into your lifestyle.
8. Make time for yourself. You can't take care of anyone else if you become ill. Take time to reduce your stress and improve life for you and your loved ones.
9. Get plenty of rest. Lack of sleep can increase your stress. Make sure you take time to rest and allow your brain and body to recuperate. If you have trouble falling asleep, try progressive relaxation techniques.
10. When you are feeling overwhelmed, take a vacation in your mind. Close your eyes, take a few deep breaths, and go to your happy place. If you have a hard time imagining, you can use professional visualization and guided imagery videos that can help you.



Germs are spread in almost any way imaginable, and that is why it is important to take the necessary steps to prevent the spread of germs.

First and foremost, washing our hands is the best way to prevent the spread of germs. Washing with soap for 20 seconds prior to rinsing with warm water is the most important part of hand washing. Sneezing and coughing into your elbow/sleeve, as well as throwing away tissues immediately after use are other key habits to prevent spreading germs.

Germs don't just collect on us, but on everyday objects like doorknobs, telephones, computer keyboard and TV remotes. Routinely cleaning and disinfecting your house and personal spaces with a 10% bleach and water solution or other disinfectant is an important way to minimize the buildup and spread of germs.

The kitchen is an area that needs a lot of attention. Aside from keeping this area clean, the way we handle food should be done with caution. Be sure to wash your hands and kitchen surfaces before and after preparing meals, especially when dealing with raw meat. Utilizing these strategies can go a long way in keeping you and those around you from getting sick.

Coaches Corner

Health Coach, Jim Persing

Awareness and Being Intentional

A consistent issue that comes up in coaching is around awareness and the act of being intentional. Are you aware of your habits and patterns that are both positive and negative? Are you being intentional about setting and following up on specific goals? Alternately, are you just sleepwalking through the day and week? One way to check on how intentional and aware you are at this moment is to do a balance wheel exercise like the one below. The category titles are suggestions you can change to fit your needs. In each category, draw a line to represent how satisfied you are with each section. A line closer to the center indicates that area is low satisfaction. A line near the outside in a section indicates high satisfaction.



How Balanced Is Your Wheel?

In those areas where you are satisfied, consider what you are being intentional about and how it is positive for you. Maybe you are exercising regularly or making special times for family and friends. If the line is near the center and not as satisfying, consider whether you are really being aware about your actions there. Are you really taking steps to balance your stress with a hobby or to jump into a class you have wanted to take to further yourself?

This snapshot, in time, will allow you to take an inventory of your life and see where you want to celebrate or focus on enhancing. Have fun with it!

Quarterly Recipe

Seared Chicken with Mango Salsa & Spaghetti Squash

From EatingWell: January/February 2016

A quick mango salsa gives this easy chicken dinner recipe a tropical flavor boost. A generous serving of spaghetti squash rounds out the healthy meal.

4 servings | Active Time: 45 minutes | Total Time: 45 minutes

Ingredients

- 1 ripe mango, peeled and diced
- 1 fresh jalapeño, minced (seeded if desired)
- 1/2 cup finely diced red onion
- 1/4 cup chopped fresh cilantro
- 2 tablespoons red-wine vinegar
- 1 tablespoon light brown sugar
- 1 1/4 teaspoons kosher salt, divided
- 1 spaghetti squash (about 3 pounds), halved lengthwise and seeded
- 2 8-ounce boneless skinless chicken breasts, trimmed and halved
- 2 tablespoons coconut oil or canola oil, divided
- 1/4 cup sliced almonds, toasted



Preparation

1. Mix mango, jalapeño, onion, cilantro, vinegar, brown sugar and 3/4 teaspoon salt in a small bowl. Set aside.
2. Place squash cut-side down in a microwave-safe dish. Add 2 tablespoons water. Microwave, uncovered, on High, until the squash is tender, 10 to 14 minutes.
3. Pound chicken with the smooth side of a meat mallet until about 1/2 inch thick. Sprinkle with 1/4 teaspoon salt.
4. Heat 1 tablespoon oil in a large skillet over medium-high heat. Cook the chicken until an instant-read thermometer registers 165°F when inserted into the thickest part, 3 to 5 minutes per side.
5. When the squash is done, use a fork to scrape it from the shell into a medium bowl. Toss with the remaining 1 tablespoon oil and 1/4 teaspoon salt. Serve the squash with the chicken, topped with almonds and the mango salsa.

Nutrition

Per serving : 366 Calories; 13 g Fat; 7 g Sat; 3 g Mono; 63 mg Cholesterol; 38 g Carbohydrates; 27 g Protein; 7 g Fiber; 461 mg Sodium; 761 mg Potassium;

Exchanges: 1 starch, 1 fruit, 1/2 vegetable, 3 lean meat, 2 fat, 2 1/2 Carbohydrate Serving