

# IT'S YOUR BUSINESS

Volume 1, Issue 10 • OCTOBER 2016

## CENTRAL PA CHAMBER OF COMMERCE

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



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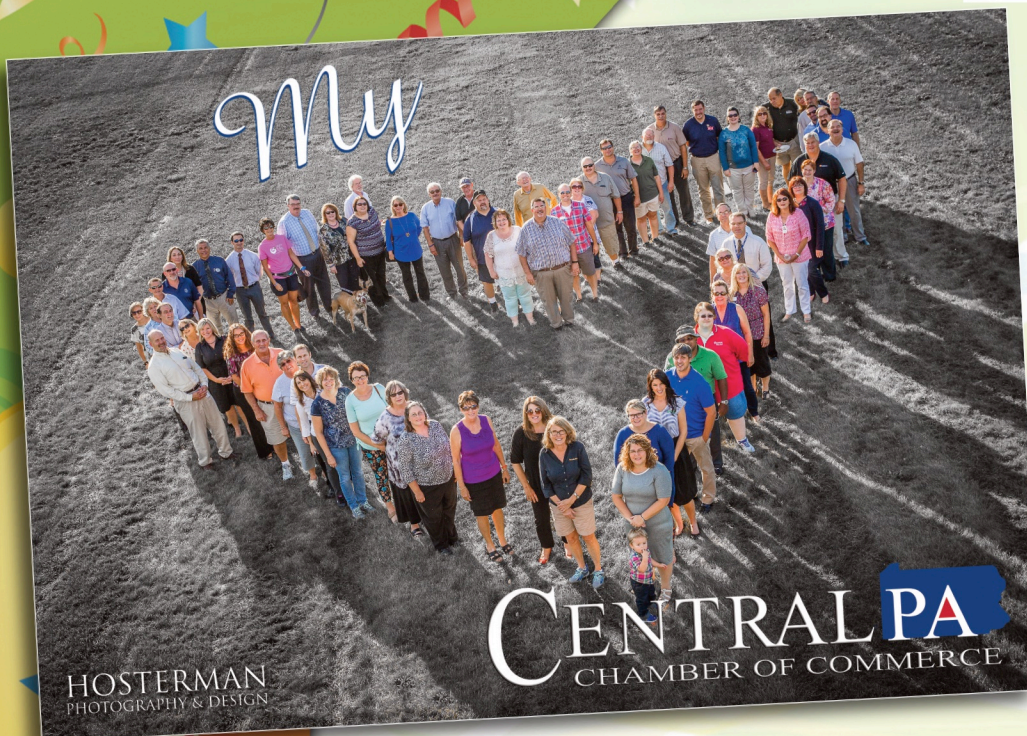
## That Lovin' Feelin'

MILTON – Love and appreciation go hand-in-hand, and we love to appreciate our members. Now a regular summer-closing event, the annual Member Appreciation Celebration was held Tuesday, Sept. 20 in and around the Central PA Chamber building.

Around 200 visitors, made up of Chamber members and their families, joined us for an evening of food, fun and fellowship.

Halfway through the event, everyone gathered in the lawn for a group photo, forming a large heart-shape in appreciation of the Central PA Chamber. Brett Hosterman of Hosterman Photography and Design, Montandon, bravely took the picture from the peak of our roof!

Back inside there was food, dessert and drink aplenty! This was all thanks to Desiree Schulz of Schulz' Berwitos and Dawgs, Berwick, and Erica Reichenbach of The Miss Cupcake & Let's Make Whoopie, Turbotville. A+ Office Outlet, Mifflinburg, provided the service ware.



If one wasn't engaged in conversation, they could watch the latest "I Love My Chamber" videos that aired on the large boardroom TV.

Outside, many members hung out on a fine evening. There, they could "spin the wheel" and win prizes, thanks to Ron Mackley of iHeartMedia, who had the music playing as well.

Thank you all for attending the event. Each one of you truly means a lot to us, and we love the opportunity to treat you to a joyous occasion.

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As with almost any Central PA Chamber event, networking abounds! From left, are: Brad Baylor REALTOR with The Coup Agency; Jolene Betz, Vice President/Regional Manager for Jersey Shore State Bank; Steve Van Sant, Program Coordinator at SUNCOM Industries; Debbie Seebold, Sales Representative for the Standard Journal; and Patty Bennett, Director of Advertising for The Daily Item.







## BOARD OF DIRECTORS

Brad Lawton – <b>Chairman</b> <i>Lawton Insurance Agency</i>	Dale Moyer – <b>1st Vice Chair</b> <i>Evangelical Community Hospital</i>
John Kurelja – <b>2nd Vice Chair</b> <i>Central Susquehanna Intermediate Unit</i>	Dennis Hummer – <b>Treasurer</b> <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'd Co. Schools Federal Credit Union</i>
Adam Wolfe <i>ProCare Physical Therapy</i>	Todd Ross <i>T-Ross Brothers Construction, Inc.</i>
E. Terry Baldwin, <b>Solicitor</b> <i>Baldwin &amp; Baldwin</i>	

## STAFF



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## EDUCATIONAL PARTNERS

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



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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 • Watsontown 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

### GOOD TO SEE YOU!



Wow, it sure was nice to see so many of you for the Member Appreciation Celebration on Sept. 20, here at the Central PA Chamber!

For those of you who could make it, hopefully you had a nice and relaxing time. You shouldn't have left hungry and maybe you left with some new connections, too. That's always a big part of any of our events.

Whether you were able to join us or not, check out the photos on the front page and page 3. And, there are many more on Facebook as well. Thank you all for taking part in our new "Selfie Booth"! It means a lot to know you appreciate us, just as we appreciate you. And, thank you to our wonderful sponsors!

Food was provided by Schulz' Berwitos and Dawgs, Berwick, and dessert was thanks to The Miss Cupcake & Let's Make Whoopie, Turbotville. Service ware was once again furnished by A+ Office Outlet, Mifflinburg, and iHeart Media, Williamsport, keep the music going strong!

There's much more to look forward to before the year winds down. For example, how would you like to have an edge on holiday sales? If so, check out the latest Seminar & Training class on the back page.

If you need to do more meeting and greeting, you'll notice we have another Breakfast Briefing on the horizon as well as a Legislative Breakfast event. As always, the membership certainly keeps busy and you can see what the latest activities are on pages 6 and 7.

You can become acquainted with new Chamber members quickly if you check out the new member listings. You're encouraged to reach out to them. You never know where the conversation might lead!

In this month's Member Spotlight, we feature Chickadee E-Marketing and XW Construction. Terri Cole of Chickadee E-Marketing is the one who will be guiding Seminar & Training class-goers are how to increase holiday sales. You can learn more about her now.

If you attended the most recent Breakfast Briefing (at The Decorating Center, Mifflinburg), you could have met Andrew Hertzler of XW Construction. If you missed him, here's a chance to learn some things about him.

On the Business & Education page, you'll see we continue to seek vendors for the Annual Central PA Career Fair at Milton Area High School. It, too, is a great opportunity to network, all the while helping students become more aware of area careers and how to prepare for them.

As always, there is much more to check out, and I would encourage you to read "IYB" cover-to-cover. You never know how it will help. Enjoy the issue!

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

## Chamber Report Submission Deadlines and Distribution

### CIRCULATION DATE SUBMISSION DATE

NOVEMBER 5 OCTOBER 21

DECEMBER 3 NOVEMBER 18

**Interested in advertising in this publication?**  
**Contact Jeff at [jshaffer@centralpachamber.com](mailto:jshaffer@centralpachamber.com)**  
**or call 570.742.7341**



## MEMBER APPRECIATION CELEBRATION



Top: The celebrity dog "Maverick," who appeared in Haven-to-Home's "I Love My Chamber" testimonial.  
Middle: The brave cameraman Brett Hosterman, of Hosterman Photography & Design, positions himself on the Chamber building roof to take the beautiful cover shot. Right: Members were encouraged to take "selfies" at the "I Love My Chamber" Selfie Booth. Nancy Deitrick of American Field Service won best selfie with this pic!

Top: People of all ages were enjoying the desserts by The Miss Cupcake & Let's Make Whoopie!  
Middle: Ron Mackley of iHeartMedia mans the wheel where members spun for prizes.  
Bottom: Dez Schulz of Schulz Berwits & Dawgs was our amazing chef at the Member Appreciation Celebration.

## NEW MEMBERS

### 182 CAFE

125 Buffalo Road • Lewisburg, PA 17837  
516-909-7601 • Richard Thomas - Owner

182 Café is open to American Legion Members Tuesday thru Sunday. We are open to the public for dinner on Friday from 4 pm to 9 pm and breakfast on Sunday from 8 am to 1 pm. Banquet hall is also available to rent.

### FINANCIAL DEVELOPMENT SERVICES

125 South 16th Street • Lewisburg, PA 17837  
570-522-8063 • [www.craigharleyfds.com](http://www.craigharleyfds.com)  
Craig Harley - Consultant

Craig Harley, FDS is a fundraising consulting firm that works primarily with smaller to medium-sized and startup nonprofit organizations, providing counsel and direction to build financial capacity, sustain growth, enhance fundraising programs, and achieve campaign goals.

### GREATER SUSQUEHANNA VALLEY YMCA

1150 North 4th Street • Sunbury, PA 17801  
570-286-5636 • [www.gsvymca.com](http://www.gsvymca.com)  
Bonnie McDowell - Chief Executive Officer

The Greater Susquehanna Valley YMCA is a membership organization whose mission is to assist everyone in its service area in building a healthy spirit, mind and body. The YMCA works to strengthen family life and enrich human relationships. Rooted historically in Judeo-Christian values, the YMCA welcomes into its fellowship and service men and women of all ages, incomes, abilities, races, and religious points of view. The programs and services the YMCA offers have five basic goals: promoting good health, building strong families, raising confident kids, being a force for good in our communities and striving to build a better world.

### GREATER SUSQUEHANNA VALLEY YMCA MIFFLINBURG BRANCH

333 East Chestnut Street • Mifflinburg, PA 17844  
570-966-7273 • [www.gsvymca.com](http://www.gsvymca.com)  
Angela Haines - Program Center Director

### NORTH CENTRAL SIGHT SERVICES, INC.

2121 Reach Road • Williamsport, PA 17701  
570-323-9401 • [www.ncsight.org](http://www.ncsight.org)  
Cory Lehman - Commercial Sales & Business Development Manager

North Central Sight Services, Inc. is a 501(c)(3) charitable not-for-profit organization based in Williamsport. We are proud to provide blindness prevention education, vision screenings, services and employment to individuals who are blind or visually impaired in Bradford, Centre, Clinton, Lycoming, Sullivan and Tioga counties.

### NORTHUMBERLAND COUNTY ECONOMIC DEVELOPMENT

399 Stadium Drive • Sunbury, PA 17801  
570-988-4343  
Donald Alexander - Director

Promoting Northumberland County's economic development interests.

### RIC'S RESTAURANT & BAR

2890 State Route 405 • Milton, PA 17847  
570-523-1900 • [www.rics.club](http://www.rics.club)  
Jessica Neiswender - Owner

Restaurant & Bar





The charity event held Sept. 10 at The Forest House Hotel, near Mifflinburg, was a success, according to organizers. The charity auction had people come from all over for the nice items. There were two quoit tournaments that raised \$180. The winners donated their money back toward the benefit, supporting PA Wounded Warriors, Inc. The beanbag toss tournament raised \$60. The Chinese auction raised \$904. The 50/50 raised \$230 and the bull-riding tournament raised \$65.

Donation bins were also sat out and The Forest House donated a portion of all sales making a total of \$2,125 for PA Wounded Warriors.

Melanie Page and her fiancé, Matthew Mackley, the new owners of The Forest House Hotel are happy for the support from family and friends, employees and patrons who came from near and far, the community, the newspapers for the articles and advertising, the Central PA Chamber, and everyone that made the event possible.

## 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 September 18, 2016)

A+ Office Outlet

Central Susquehanna Builders Association

Comfort Suites - Lewisburg

The Salvation Army - Milton

The Towne Tavern

The UPS Store - Lewisburg

The Wealth Factory Inc.

Transitions of PA



Pennsylvania Cystic Fibrosis Inc. (PACFI) was the recipient of \$554, thanks to a dance marathon fundraiser conducted by the Greater Susquehanna Valley YMCA in Sunbury. Bob Derr of PACFI is surrounded YMCA CITs for the presentation. From left: Peyton Kehler, Abby Higley, Whitney Miller, Lillian Poust, Brenden Casson, Derr, Jayden Hoffman, Scott Miller, and seated are Jordan Brouse and Cierra Clayton. PACFI provides services and supports for Pennsylvania individuals and families affected by cystic fibrosis (CF) and funds some of the most progressive CF research in the nation.

## Video Services



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Camera Crane

**secvproductions.com**  
**570.275.8881**





## Chickadee E-Marketing



**Terri Cole**  
14 Finch Drive  
Lebanon, PA 17042  
www.ChickadeeMarketing.com  
610-563-9080

### WHAT MAKES YOUR BUSINESS/ORGANIZATION UNIQUE?

We've been told that our business name alone is unique and stands out from the crowd. Chickadee eMarketing was started in 2009 to support small businesses and organizations who needed help with their e-mail marketing and Web site management. My specialty as a marketing consultant is in e-mail marketing. I am a partner with Constant Contact as a Solution Provider and a regional trainer called an Authorized Local Expert (ALE). This partnership has afforded me with specialized training in both e-mail and social media marketing. As an ALE, I am outsourced by Constant Contact to teach business owners the benefits and best practices of e-mail, social and digital marketing. I provide marketing services that include e-mail, social media and Web site development and management. I provide marketing consultation services as well as coaching, training and instruction on digital marketing.

### HOW DO YOU MARKET YOUR BUSINESS?

Most of my own marketing happens through my Constant Contact workshops and presentations as well as membership at various chambers of commerce and association memberships. I also promote my services through social media marketing.

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

Our mission is to promote the value of engagement marketing through education, networking and social media and to become the first choice for building individualized and innovative eMarketing strategies.

### HOW MANY DOES YOUR BUSINESS EMPLOY?

I am a sole proprietor and a full-time staff of one!

### WHAT WORDS DO YOU LIVE BY?

"Courage is not the absence of fear, it's being afraid and doing it anyway."

### ADVICE TO THOSE WHO OWN THEIR OWN BUSINESS?

My advice to someone with his or her own business is to make sure you carve out time for yourself for proper sleep and exercise, hire a life coach or business coach to help keep you on track. Technology is your friend, and it can keep you organized. Employ some of the business apps and tools out there that can help make your business run a little smoother. It's hard work but it is rewarding!

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

I will get up and make my kids an awesome breakfast of baked oatmeal or baked French toast. I enjoy cooking, and I'm a foodie so I love an opportunity to cook for those that love to eat! After that, I could be found out in my garden planting flowers, pulling weeds, dividing perennials or doing lawn work. My family and I love the great outdoors so hiking with our German shorthair pointer, biking or just spending time out in nature is another favorite activity on a day off. I enjoy being active.

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

Philanthropic causes that Chickadee eMarketing supports include: Pillows of Love Pillowcase Ministry in Palmyra and St. Joan of Arc Catholic School in Hershey.

## XW Construction



**Andrew Hertzler**  
5745 Musser Lane  
Watson, PA 17777

xwconstruction78@gmail.com  
xwconstruction.com

1-800-987-0014

### WHAT MAKES YOUR BUSINESS/ORGANIZATION UNIQUE?

We bring new ideas and products to the roofing industry.

### HOW DO YOU MARKET YOUR BUSINESS?

Direct mail, newspaper and job signs.

### HOW MANY DOES YOUR BUSINESS EMPLOY?

Six

### WORDS TO LIVE BY?

You are never greater than your vision.

### ADVICE TO THOSE WHO OWN THEIR OWN BUSINESS?

Call us, we got you covered.

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

Will hit the river with the kayak.



## WANT TO APPEAR IN AN UPCOMING ISSUE IN THE MEMBER SPOTLIGHT SECTION?

Contact Tea Jay Aikey, at  
tjaikey@centralpachamber.com  
for a list of questions and guidelines.

We love learning more about  
our members!

## DAVIS, DAVIS & KAAR

Attorneys at Law

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

37 N. Arch Street Milton, PA  
P.O. Box 319

Phone: 570-742-8777 Fax: 570-742-6155

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sunsetessentials@gmail.com or call 570-412-4578



# WHAT'S HAPPENING: MEMBER EVENTS

## 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!**

**REGISTRATION REQUIRED**

*Guest Speaker:*

**Ryan M. Tira, Esquire**  
McNerney, Page, Vanderlin, & Hall



**CENTRAL PA**  
CHAMBER OF COMMERCE  
*Our Business Is Your Business*

30 LAWTON LANE  
MILTON, PA 17847

Register at [www.centralpachamber.com/events](http://www.centralpachamber.com/events)

## 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**

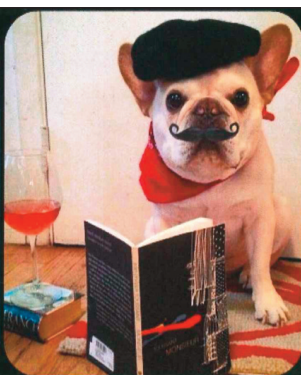
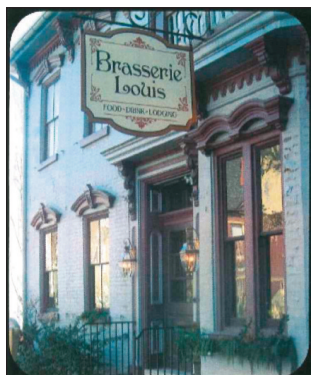
**Indoor Event**

Call us today! (856) 765-0118



**Location:**

Donald H. Eichorn Middle School  
2057 Washington Ave  
Lewisburg, PA 17837  
[www.bkenterprisenj.com](http://www.bkenterprisenj.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  
**October 30**

## PINTS FOR PAWS

OCTOBER 27 | 5-9pm  
Rusty Rail Brewing Co.  
Mifflinburg

Bring your dog or  
meet adoptable dogs!

10% of all sales will go to  
Haven to Home Canine Rescue



A PET FRIENDLY EVENT



**October 20**  
**6-8 pm**

Rusty Rail Brewing Company  
Mifflinburg

\$35 per ticket or 5 for \$150  
for tickets call 570-522-4850

[www.evanhospital.com/cookinmen](http://www.evanhospital.com/cookinmen)

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**Reserve your flu shots ... today!**

WorkPlace Health (WPH) is offering your company the opportunity to reserve **flu vaccinations** for your employees in order to prevent lost time, wages and productivity. Take advantage of this occupational health service and reserve your flu vaccinations, for a nominal fee of \$25 per shot. In order to ensure you get vaccines, in case of a shortage, please call one of our five convenient locations today.

Inquire about our **on-site availability** when you call.

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**JOHNSTOWN**  
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**LEWISBURG**  
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**POTTSVILLE**  
(570) 399-5554

**SHAMOKIN**  
(570) 509-2642

WorkPlace Health is a full service occupational medicine clinic that specializes in the care of injuries and illnesses that arise in the workplace.

**WPH** [wphhealth.org](http://wphhealth.org)  
**WorkPlace Health**





**Happy 16th Birthday - Kingdom Kidz!**  
 Join us October 29 at 6:00 pm  
 St. Joseph's Parish Hall, Cemetery Rd., Milton  
 RSVP by Oct. 21 by emailing [puppets@hiskingdomkidz.org](mailto:puppets@hiskingdomkidz.org) or call 570-838-3133



Join us for Haven-to-Home's  
**Spay-ghetti** DINNER  
**SUNDAY**  
**OCTOBER 23, 4 - 8 pm**  
 La Primavera Italiano Ristorante - Lewisburg  
[www.haventohome.org](http://www.haventohome.org) 570-884-5067      \$16 for Adults - \$10 for kids (4-10) under 3 free!



**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
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- Crafts in Autumn Show
- Giveaways every two hours

Vendors Information  
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 (856) 401-9111  
[www.alwayspositivegroup.com](http://www.alwayspositivegroup.com)

## IMC UPCOMING SEMINARS & TRAININGS

DATE	SEMINAR	LOCATION	TIME
10/19/2016	Automated Export System (AES) Electronic Export Information Filing (EEI)	Innovation Park at Penn State 200 Innovation Blvd Technology Center - University Park	8:30 am - 12:00 pm
10/19/2016	Understanding Incoterms® 2010 & Creating Export Quotations	Innovation Park at Penn State 200 Innovation Blvd Technology Center - University Park	1:00 pm - 4:00 pm
10/20/2016	Save Money Through Energy Management Systems	Learn more at <a href="http://penntap.psu.edu">http://penntap.psu.edu</a>	12:00 pm - 1:00 pm
12/15/2016	E3 Overview: Economy-Energy-Environment Process, Success Stories from PA Manufacturers	Learn more at <a href="http://penntap.psu.edu">http://penntap.psu.edu</a>	12:00 pm - 1:00 pm



### INNOVATIVE MANUFACTURERS' CENTER

**LAURI MOON**  
 Manager, Training & Outreach  
 570-329-3200 ext 8085  
[laurim@imcpa.com](mailto:laurim@imcpa.com)

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

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



### 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](mailto:sbdc@bucknell.edu)  
[www.bucknell.edu/sbdc](http://www.bucknell.edu/sbdc)

## BUCKNELL SBDC UPCOMING SEMINARS & TRAININGS

DATE	SEMINAR	LOCATION	TIME	COST
10/7/2016	The First Step Pre-Business Workshop	Degenstein Library 40 South 5th Street Sunbury, PA 17801	11:00 am - 1:00 pm	\$25
10/28/2016	Food for Profit	416 Market Street 3rd Floor Lewisburg, PA 17837	8:45 am - 4:30 pm	\$55



## BREAKFAST BRIEFING



LEFT: Yvonne Heatley, Director of Susquehanna Valley CASA Voices for Children discusses the organization's efforts and needs for volunteers at the Breakfast Briefing on Aug. 19 at the Central PA Chamber. Want to be a sponsor like Susquehanna Valley CASA? Call 570-742-7341. RIGHT: It may look like a large, holiday family gathering, but it was only the latest Breakfast Briefing, held Friday, Sept. 9 at The Decorating Center, Mifflinburg. In the back, Jeff Yount, company president/owner, welcomes the group and discusses the various services the business offers. Would you like to host a Breakfast Briefing? Let us know! Call 570-742-7341.



Pronto! Provisions with Passion now offers a full line of pastries! All are made in-house. Offerings change daily and can include such delicacies as gourmet cakes, cupcakes, pies, tortes, cake pops, brownies, lemon bars, fruit tarts, canolli, cookies, foccacia, muffins and breakfast pastries. In addition, custom celebration cakes can be ordered for your birthday, anniversary, bridal/baby shower, bar/bat mitzvah, retirement or wedding celebration. You can also call ahead to order a gourmet cake for your next dinner party. Pronto! is now serving breakfast from 8 to 11 a.m. Monday through Saturday, and from 10 a.m. to 3 p.m. Sundays. Some menu items include: avocado toast, eggs benedict, sweet potato pancakes with caramelized pecans, fresh fruit, Greek yogurt and granola bowls and more! Of course, they offer the basics, too!

**You can make a difference  
in a child's life.**

***Become a foster parent!***

- Full time or weekends
- Training provided • Reimbursement
- Offices available throughout PA



**1-800-747-3807**

**Family Care for Children and Youth**

**MARK YOUR CALENDARS FOR THIS YEAR'S**

## Central PA Career Fair

**Tuesday, Nov. 1 - Milton Area High School**

### **Fun**

Put your business/organization in front of 1,000+ area students! Tell them about career/life prospects and how to prepare. Marketing opportunities, too!



### **Free**

Your participation costs nothing more than your time...lunch is included, thanks to our sponsor, Nottingham Village! Table(s) and electricity is provided, too. (Attractive displays are encouraged - be creative!)



### **Fashion**

Work wear of all kinds will be modeled by students on the catwalk! (Does your company have unique work attire we could feature?) The Fashion Show informs students and helps to eliminate gender barriers.



Photos by: PhotoWhere Photography and Central PA Chamber of Commerce

**CENTRAL PA**  
BUSINESS & EDUCATION ASSOCIATION

**MILTON**  
AREA SCHOOL DISTRICT

To register and for more info: [www.centralpachamber.com/events](http://www.centralpachamber.com/events)



## *Bits from Bruce*

### ACTIVE LISTENING: HOW AND WHY?

You're at a networking event and you spot someone you've wanted to talk to. You walk over, start a conversation and then it happens. They look past you mid-sentence. This has happened to all of us and frankly, we are all guilty of it, too. Being present is difficult. The demand for our attention is widespread, and we are forced to juggle numerous tasks simultaneously. We are all time starved and the deficiency continues to grow.

Why is being present important? Life is about relationships. We do business with people we like. We support those we want to succeed. Relationships are about mutual respect. When you are not present during a conversation, you are saying to the other person that they are not important and their message is not important.

Active listening is an essential element of being present. Active listening is a skill that you can develop. Here are several tips to ensure you are an effective active listener.

1. **Watch your nonverbal communication** - Ensure your physical stature is correct. Face the person talking to you, maintain eye contact.
2. **Wait your turn** - Don't focus on what you are going to say next. You don't want to be the person who asks a question right after the answer was given. Focus on the speaker. Don't interrupt.
3. **Remove distractions** - Turn your phone on silent, stand with your back to the door. Remove all possible barriers that could prevent you from being present. If you feel yourself drifting off, make a concerted effort to pull yourself back to the moment.
4. **Confirm the message** - Ask questions for clarity and recap what was said. Ensure that you are picking up all the nuggets from the conversation. You may be surprised at the amount of information revealed during a normal exchange. It is best to fully understand the information being presented.

Active listening increases success. You gain knowledge by paying attention. You also show respect to the speaker, and you create relationships both personally and professionally. Ensure you are successful by being prepared and ready to listen.

*Bruce*

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



Albright Care Services and RiverWoods Senior Living Community were presented with a citation from state Reps. Lynda Schlegel Culver (R-108) and Fred Keller (R-85) on Aug. 19. The citation honors the nonprofit for its service to the community throughout the past 100 years. The representatives delivered the citation to Shaun Smith, president and chief executive officer of Albright, and Lennea Brown, executive director of RiverWoods, pictured center. Albright celebrated its anniversary on Aug. 4, having opened the doors of the current Slifer House Museum to serve seniors as the United Evangelical Home.

## SHAMOKIN AMPES ON THE MOVE

SHAMOKIN - The Arc's Shamokin AMPES program moved at the middle of last month and now meets at The Shamokin Christian Missionary Alliance Church, 2nd and Arch streets, Shamokin. AMPES will still be held from 6 to 8 p.m. on Tuesdays.

Feel free to stop by any Tuesday evening to check out the new facility.

For the convenience of the self-advocates, vans can park directly in front of the church. The meetings are held in the church social hall. After entering through the front doors, turn right to enter the social hall. If you have any questions, contact

The Arc at (570) 286-1008.



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# OUR MEMBERS RECOGNIZED

## Kelsey's Dream

MIFFLINBURG - Kylie Kuhns, 19, Mifflinburg, has been named one of "22 Under 22 Most Inspiring College Women" by Her Campus, the number one global community for college women. After founding the nonprofit, Kelsey's Dream, at the age of 11, Kuhns has watched her work explode nationally.



Kylie Kuhns

Kuhns has worked to develop a unique play therapy toy, Hopper the Cancer Crusher, who has been sent to over 8,000 children battling cancer in 45 different states. Kuhns has led her organization to collect gifts during the holiday season through their Angel Tree program. She has gathered volunteers to hand make blankets for children attending the same cancer camp, Camp Dost, that she enjoyed with her sister Kelsey. Kuhns and her work with Kelsey's Dream have been featured on the Today Show, Rachel Ray Show, and many other national platforms. Now, Her Campus can be added to that list.

Her Campus publishes these types of lists annually, allowing women to inspire each other and continue to strive for their best.

## Evangelical Community Hospital

LEWISBURG— Evangelical Community Hospital is pleased to welcome a new internal medicine physician to its medical staff. Manzoor A. Shah, MD, joined the Internal Medicine of Evangelical-Lewisburg practice, located in Suite 206 of the Professional Office Building on the Evangelical Campus.

Internal medicine is the medical specialty dealing with the prevention, diagnosis, and treatment of adult diseases. Prior to joining the Evangelical team of medical experts, Dr. Shah worked with the Hospital Medicine Group at Baton Rouge General Hospital, Baton Rouge, La. and the Louisiana State University Lallie Kemp Medical Center, Independence, La. He is a member of the American College of Physicians, the American Medical Association and of the Royal College of Physicians, London, United Kingdom.

Dr. Shah earned his Doctor of Medicine degree from Government Medical College University of Kashmir, India and his MRCP from Royal College of Physicians of London, United Kingdom. He completed his internship and residency in Internal Medicine at Mercy Catholic Medical Center, Philadelphia. He is Board Certified by the American Board of Internal Medicine and holds licenses to practice medicine in New Hampshire, Louisiana and Pennsylvania.

In addition, John F. Devine, DO, FACP, emergency medicine physician at Evan, has been named the Hospital's Vice President of Medical Affairs (VPMA). In this new role, Dr. Devine is responsible for coordinating the Medical Staff resources and activities of Evangelical Community Hospital with a focus on

quality and patient safety initiatives. As VPMA he directs the development of a comprehensive program with practice guidelines through collaboration with physicians and Hospital leadership.

Dr. Devine has served the Hospital in the role of a physician with the Emergency Department since 2007, but has been affiliated with Evangelical since 1987 when he began as a Physician Assistant in the Emergency Department. After medical school he returned to Evangelical and became a member of the Medical Staff in 1997 practicing internal medicine and serving as the Director of the Intensive Care Unit.



Dr. John Devine

In 2015, Dr. Devine broadened his scope and served as Director of the Emergency Department with Team Health at Jersey Shore Hospital, while still maintaining his position at Evangelical. Earlier this year, he took the lead of administering the Evangelical Opioid Reversal Project. He oversaw the distribution of nearly 100 kits containing Naloxone to local law enforcement. The kits aide first responders in having a more immediate response to opioid overdoses at the scene until medical help can arrive.

Dr. Devine has been an active leader in Hospital affairs throughout his tenure. He has served in several high-level leadership positions in the Department of Medicine and lent his expertise on committees involved with critical care, performance enhancement, quality assurance, electronic medical records, and credentialing, and served in an advisory capacity on the establishment of pneumonia, stroke, and deep vein thrombosis protocols. He played a vital role in the establishment of the current Hospitalist program at Evangelical. Dr. Devine received his Doctor of Osteopathic Medicine Degree from the University of Osteopathic Medicine and Health Services, Des Moines, Iowa. He completed an internal medicine internship at Scranton/Temple University Residency Program and rounded out his education with an internal medicine residency at Geisinger Medical Center. He currently serves as an assistant clinical professor of medicine at The Commonwealth Medical College and a clinical assistant professor at Lock Haven University and Penn College. He has contributed or authored several publications, most notably being published in the New England Journal of Medicine. He is certified by the American Board of Internal Medicine, a fellow of the American College of Physicians, and an associate of the American College of Physician Executives.

And, Norman R. Anderson, RN, CRNI, VA-BC, Coordinator for intravenous therapy at Evangelical recently published an article titled, Influencing Patient Satisfaction Scores: Prospective One-Arm Study of a Novel Intravenous Catheter System With Retractable Coiled-Tip Guidewire Compared With Published Literature for Conventional Peripheral Intravenous Catheters in The Journal of Infusion Nursing, July/August Issue. The article explored nursing research data collected by the IV Therapy Department of Evangelical for more than a year using a newly designed IV catheter. The research and data explored

whether or not use of the new catheter created a more positive patient experience through fewer insertion attempts with less trauma to the insertion area, decreased complications, and longer dwell times (the amount of time the IV remains in one place before removal).

The research project, built from the ground-up at Evangelical with the support of management and administration, involved the nursing and nursing management staff of the intensive care and step-down units as well as the medical and surgical nursing departments.

At the conclusion of the research project, the newly designed catheter did show more positive patient outcomes in the areas that were examined.

## Bowen Agency Realtors

SELINGSGROVE – Bowen Agency REALTORS is pleased to announce the addition of Morgan Decoteau to the sales team. Morgan brings many years of customer service, marketing, problem solving and business management skills to the Bowen Agency where she will help her clients seamlessly transition through their real estate transactions.

Morgan previously worked in both education, as the Danville High School Career Counselor, and in local recreation, as a race director for the Rivertowns Race Series. She earned a B.A. in Mass Communications from Bloomsburg University and a M.Ed. in Guidance and School Counseling from American Public University. As a professional living and working in Danville, her goal is to meet all your real estate needs.

In addition, Bowen is pleased to announce the addition of Jeremy Norman to the sales team. Jeremy was raised in Snyder County and graduated from West Snyder High School. He pursued education at Indiana University of Pennsylvania and graduated with both a Bachelor of Arts in Psychology and a Bachelor of Arts in Sociology. Jeremy continued his education by graduating from Marywood University with a Master of Social Work and a Master of Public Administration. He also graduated from Bloomsburg University with a certification in School Counseling. His prior experience, working as a mental health professional and as a hospital administrator, has helped develop the skills necessary to provide excellent service and advocacy for clients. Additional experience was gathered through his role as a notary public, which has provided vital experience in the legal, business and real estate world. Jeremy owns property in both Snyder and Union Counties and has an excellent knowledge of the local market. Since joining the team at Bowen Agency Realtors, Jeremy has undergone extensive training to take the quality of professionalism and service to the highest level. Jeremy prides himself on offering high integrity quality service.



Morgan Decoteau



Jeremy Norman

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In other news, Bowen is pleased to announce the Top Producers during the month of August for its three Central Susquehanna Valley offices. Top Producers were Associate Broker Aimee Buehner, Sales Associate Dale Tittle and Associate Broker Art Bowen.

Broker/Owner Matt Hoffman commented, "This year has just been cruising along and we're already at the end of the summer. The market trends we have seen through the first two quarters of the year have continued, strong buying and selling opportunities for the greater Susquehanna Valley marketplace. Our three top performing agents for August could not agree more. Aimee, Dale and Art continue to exceed their client's expectations and deliver outstanding results time and time again."



Aimee Buehner



Art Bowen



Dale Tittle

### Larson Design Group

WILLIAMSPORT – Larson Design Group (LDG) has placed 30th on Building Design+Construction 2016 Giants 300 List of the nation's top retail architecture firms. "The Giants 300 List is well respected within the industry, and being recognized as one of the nation's top retail architecture firms is an honor," said Robert Gehr, director of brand architecture for LDG. This is LDG's first appearance on the Giants 300 List, which ranks firms according to revenue. LDG's retail architecture clients include CVS, Party City, Dollar Tree, and many more. In other news, Point of Beginning (POB) magazine, a national publication dedicated to the surveying and mapping industry, has listed Larson Design Group (LDG) among its top 100 companies for 2016.

To be considered, companies answered a questionnaire about the services they provide and their revenues. Companies were listed alphabetically with stars indicating the revenue category

the company falls into. LDG has a two-star ranking, indicating it has over \$1 million, but under \$10 million, in land surveying, mapping, and geospatial revenues in calendar year 2015. According to a news release from POB, "Among those companies looming large in geospatial revenues, Larson Design Group actively lists 3D scanning, GIS/asset management, and survey among its services."

Chris Iachini, director of geospatial operations for LDG, said, "Being ranked as a Top 100 geospatial firm by POB is reflective of our commitment to the industry and technology." This is POB's second annual Top 100 Companies list, and LDG's first appearance on it.

Larson Design Group (LDG) is an engineering, architecture and survey firm, headquartered in Williamsport, Pennsylvania. LDG is a growing, employee-owned company teaming with clients to provide responsive, innovative solutions to facility, transportation, land development, and environmental needs.

### Berkshire Hathaway HomeServices Hodrick Realty

Danville, PA – An announcement was made by Kevin Hodrick, Broker, Berkshire Hathaway HomeServices Hodrick Realty, of the Danville and Lewisburg office monthly awards for August.

In Danville, the award for the sales associate with top production in listings went to Kevin Morris while the sales award went to Pamela Anderson.

"Kevin and Pamela both have always worked exceptionally hard at being the best representative for their clients and are consistently successful and continue to grow as knowledgeable real estates agents," Hodrick said.

In Lewisburg, the



Kevin Morris



Connie May



Pamela Anderson

award for the sales associate with top production in Listings and Sales went to Connie May. "Connie is an exceptionally hard worker in everything she does and she is a valuable member of our team," Hodrick said.

### Coldwell Banker Penn One Real Estate

LEWISBURG – Coldwell Banker Penn One Real Estate welcomes Margaret Davis to the team. Margaret is a passionate, goal-oriented, enthusiastic licensed realtor who is willing to go above and beyond to exceed her clients' expectations.

Born and raised in Bangladesh, in 2001 she completed her undergraduate study major in English Literature from National University, Bangladesh. Her studies also included courses taken in Japan. For the last 14 years she and her husband have lived in various countries as well in the continental US. She had been through the process of buying, selling and renting several times over the past years. This experience has given her the perspective of not only what an agent should do, but also what a client should expect from an agent-generating useful insight into the way to better serve the clients.

Davis has given back to the community through volunteering for Hospice of Evangelical. She has also worked at RiverWoods Senior Living Community and at Buffalo Valley Lutheran Village. She had made a difference in residents' life through compassionate care. There is nothing she loves more than an excuse to celebrate life with family and friends. She enjoys meeting new people and building relationships. She also loves to travel, cook spicy food and to decorate interiors.

After moving so much Davis and her family are excited about living in the Central Susquehanna Valley. They enjoy the people, seasons, culture, top quality schools and many outdoor activities of this area. "We are very pleased to welcome Margaret to our team. With her past real estate experiences, she will be able to fully serve her clients with understanding in all areas," said Martha Barrick, owner/principle of Coldwell Banker Penn One Real Estate.



Margaret Davis

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The latest Legislative Breakfast was held Friday, Sept. 16 at the Country Cupboard, Lewisburg. The main topic highlighted public transportation across the local counties, featuring Rich Farr, executive director of Rabbit Transit. Thank you for our sponsor, Evangelical Community Hospital! Center is keynote speaker, Rich Farr. He is flanked by Kendra Aucker, President & CEO of Evangelical; and Bruce Smith, President & CEO of the Central PA Chamber.



Here is the talented Traci Messinger of Paint, Party and More, who painted this beautiful piece for our reception area. Thank you! The Scrabble tiles on it reflect the popular words members use to describe the Central PA Chamber of Commerce!

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## Tips from Tea Jay

### MAKE THE TIME

One of the things I enjoy most about my position at the Central PA Chamber is helping YOU our Members.

I love being able to assist you in making connections for services you need. I also love referring your services to other members and to callers posing a need of a particular service you may offer.

I take pride in what you do, and I can better serve you knowing your specialties and what sets your business or organization apart and makes it unique.

When is the last time that you visited your member listing on the Central PA Chamber of Commerce Web site? Has it been that long? I encourage you to take just a few minutes and let me know if updates need to be made. I want your listing to be as accurate as possible.

When I refer your business or organization, I send a link directing them to your member listing. That is what they see to encourage them to take the next step and call you. Now do you see the importance?

Keep in mind you don't want your business listing to be so wordy that no one even attempts to read it. You want it to call out the key elements about your business or organization that will get them interested enough to call you and learn more.

That being said the same goes for face-to-face introductions or "elevator speeches" as we call them. When you meet someone, you generally have approximately 28 seconds to tell them who you are. Much longer than that and they completely tune you out if you didn't make a good impression. Many of us really do not have the elevator speech mastered and really should.

I know many people say "I don't have time" or "I am too busy". STOP! Is that the message you want to send to potential customers? I wouldn't think so. Everyone is busy and pressed for time; that is called life. Despite what some people believe or even told me, no one ever has too many customers or has too much business. We do not know what tomorrow may bring. Even our best clients may change services or even relocate or go out of business. You need to always have potential new business in the pipeline. To make updates to your member listing, simply type exactly what you want it to read and e-mail it to me at [tjaiky@centralpachamber.com](mailto:tjaiky@centralpachamber.com).



*Tea Jay*

Tea Jay Aikey  
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## BUSINESS & EDUCATION



LEFT: Thank you to everyone who supported B&E's food stand Saturday, Sept. 17 at the Milton Harvest Festival! We partnered with The Squeeze-In to feed the parade participants. Thank you to our volunteers as well and everyone who donated food, drink and dessert toward our cause. We raised more than \$350 to support B&E programs!



RIGHT: In back, from left: Bonnie Kiger, Susquehanna Valley Limousine; Brenda Raker, Northumberland County Schools Federal Credit Union; and Jeff Shaffer, Central PA Chamber of Commerce; stand for a picture with students the morning of Aug. 24 at Turbotville Elementary School. It was great tagging along with the credit union to deliver school supplies to students! With 20 school supply drop-off location across the area, they collected 4,400 items and \$600, to support elementary school students in the Milton, Warrior Run, Shikellamy and Mount Carmel school districts. They were riding in style, too, thanks to the donated bus service of Susquehanna Valley Limousine!



LEFT: State Sen. John Gordner was among our guest speakers for the opening month of Building Leaders for the Susquehanna Valley (BLSV) in September. Here he poses for a picture with students from District 2 (Bloomsburg, Columbia-Montour Vo-Tech, Millville and Southern Columbia). State Rep. Lynda Schlegel Culver spent time with students of District 1 (Meadowbrook Christian, Midd-West, Mifflinburg, Milton and Warrior Run). John Zangari-Ryan of Customized Tutoring Services met with both groups to discuss defining success and how to prepare for the SAT exam. He gave away study materials to a few students who were selected by their peers! Thank you for the support!

  
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11 am - Girls Soccer vs. Millville  
1 pm - Boys Soccer vs. Millville  
3 pm - Alumni Soccer Game

For more information contact Rod Harris  
at rharris@miltonsd.org

## Available Sites and Commercial & Industrial Buildings

For more information on any of the below available properties, contact the person in each listing. **NEW listings are in BOLD print.**

Location	Acreage	Sq. Ft. of Building	Terms	Reference	Contact Name	Contact Phone
<b>Type of Property: LAND</b>						
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 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
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
<b>Type of Property: COMMERCIAL LAND</b>						
1802-1826 N Susq Trail, Selinsgrove	.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, Selinsgrove	3-21	N/A	Sale	20-62151	Larry Johnson	570-847-0552
Clifford Road, Selinsgrove	2.24	N/A	Sale	20-62071	Larry Johnson	570-847-0552
5 Lots on Lori Lane, Selinsgrove	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, Selinsgrove	.762 - 1.188	N/A	Sale	20-51480	Larry Johnson	570-847-0552
Lot 1, Route 522, Selinsgrove	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
<b>Type of Property: OFFICE SPACE-RETAIL</b>						
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
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
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, Selinsgrove	.336	2,767	Sale	20-64752	Larry Johnson	570-847-0522
1372 N Susq Trail, #350, Selinsgrove	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, Selinsgrove	N/A	2,500	Lease	20-56292	Larry Johnson	570-847-0552
113 N Market Street Selinsgrove	.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
235 Market Street, Sunbury	N/A	400	Lease	20-68860	Larry Johnson	570-847-0552
Routes 15 & 45, Lewisburg	N/A	288	Lease	N/A	Kevin Gardner	570-524-2121 x3
208 South 4 <sup>th</sup> 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
<b>560 Broadway Street, Milton</b>	<b>.2</b>	<b>8,796</b>	<b>Sale</b>	<b>20-67854</b>	<b>Rick Coup</b>	<b>570-742-8736 NEW</b>
<b>131 Broadway Street, Milton</b>	<b>.089</b>	<b>3283</b>	<b>Sale</b>	<b>20-68955</b>	<b>Scott Mertz</b>	<b>570-524-2120 NEW</b>
<b>Type of Property: RETAIL</b>						
418 Main Street, Montandon	N/A	904	Lease	N/A	Marcia Murray	570-412-6282 NEW
418 Main Street, Montandon	N/A	280	Lease	N/A	Marcia Murray	570-412-6282 NEW
404 Chestnut Street, Mifflinburg	.09	4,042	Sale	20-57912	Scott M. Mertz	570-524-2120
<b>Type of Property: COMMERCIAL BUILDINGS</b>						
5470 State Route 405, Milton	1.10	5,000	Lease	MFLP	Kimber Benshoff	570-742-7984 x102
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
<b>149 Keene Lane, Middleburg</b>	<b>17.5</b>	<b>75,344</b>	<b>Sale</b>	<b>20-68926</b>	<b>Larry Johnson</b>	<b>570-847-0522 NEW</b>
271 N Susquehanna Trail, Selinsgrove	.336	2,767	Sale	20-64752	Larry Johnson	570-847-0522

## 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](http://www.centralpachamber.com) or [www.visitcentralpa.org/member-services/membership-benefits](http://www.visitcentralpa.org/member-services/membership-benefits).



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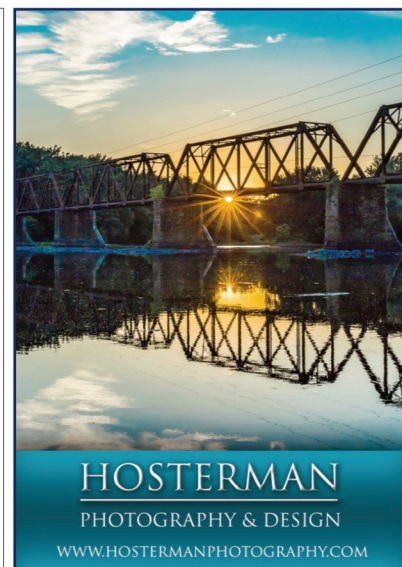
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CHAMBER OF COMMERCE

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Location	Acreage	Sq. Ft. of Building	Terms	Reference	Contact Name	Contact Phone
271 N Susquehanna Trail, Selinsgrove	.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, Selinsgrove	.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, Selinsgrove	.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
132 South 2 <sup>nd</sup> Street, Sunbury	.8	17,136	Sale	20-68637	Larry Johnson	570-847-0552
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 <sup>th</sup> 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
205 Bull Run Crossing, Lewisburg	3.6	10400	Sale	20-66719	Scott Mertz	570-524-2120
<b>Type of Property: INDUSTRIAL BUILDINGS</b>						
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
<b>300 Streibeigh Lane, Montoursville</b>	<b>15.83</b>	<b>97,977</b>	<b>Lease</b>	<b>Bower</b>	<b>Mericle Comm. Real Estate</b>	<b>570-323-1100 NEW</b>
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
<b>149 Keene Lane, Middleburg</b>	<b>17.5</b>	<b>75,344</b>	<b>Sale</b>	<b>20-68926</b>	<b>Larry Johnson</b>	<b>570-847-0552 NEW</b>
201 N. Industrial Park Drive, Milton	13.3	117,000	Sale	Rager	Ruby Realty Inc.	570-419-8002
<b>Type of Property: WAREHOUSE BUILDINGS</b>						
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	Amy Moyer	570-452-4894
700 Hepburn Street, Milton	5.26	184,000	Sale	Cortese	Mericle Comm. Real Estate	570-323-1100
100 8 <sup>th</sup> Street, Milton	.93	6,000	Lease/Sale	N/A	Ann Hilliard	570-850-7329
132 South 2 <sup>nd</sup> Street, Sunbury	.8	17,136	Sale	20-68637	Larry Johnson	570-847-0552
<b>Type of Property: RESTAURANT BUILDINGS</b>						
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
950 US 522, Selinsgrove	1.5	3,224	Sale	20-68436	Larry Johnson	570-847-0552
<b>Type of Property: SPECIAL USE BUILDINGS</b>						
<b>45 Park Drive, Montgomery</b>	<b>6+</b>	<b>7,760</b>	<b>Sale/Lease</b>	<b>Medical Bldg</b>	<b>John D. Griffith</b>	<b>570-966-4444 NEW</b>
2355 Route 442, Muncy	4.02	13,000	Sale	Bower	Mericle Comm. Real Estate	570-323-1100
132 S 2 <sup>nd</sup> Street, Sunbury	.8	17,136	Sale	20-68637	Larry Johnson	570-847-0552
<b>Type of Property: SHOPPING CENTERS</b>						
225 Columbia Mall Drive, Bloomsburg	52	50,289	Lease	Namutka	Mericle Comm. Real Estate	570-823-1100 x314 or 219
<b>Type of Property: STORAGE UNITS</b>						
<b>Type of Property: APARTMENTS</b>						
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
<b>Type of Property: BUSINESS FOR SALE</b>						
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	Sale	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 <sup>th</sup> Street, Sunbury	N/A	1,600	Sale	20-67946	Larry Johnson	570-847-0552



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## UPCOMING CHAMBER EVENTS



### BREAKFAST BRIEFING

Friday, October 21  
7:30 - 9:00 am

Central PA Chamber of Commerce  
30 Lawton Lane - Milton • **Must Register to Attend**

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### JOINT LEGISLATIVE BREAKFAST

**CURRENT ISSUES** - Friday, Nov. 18  
7:30 - 9:00 am

The Country Cupboard, Lewisburg- \$15

Sponsored by:



### Seminar & Training Series

Rock Your Holiday Sales!

10 to 12 p.m. Friday, Nov. 4 @

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](http://www.centralpachamber.com/events)

Holiday spending is higher than any other time of the year - shouldn't they be spending with you? Don't miss out on your piece of the "holiday pie"! Let Terri Cole of Chickadee E-Marketing show you how to influence your potential customers' purchases by making an offer they can't resist! You'll learn how to: make the right offers and promotional plans, target mobile and social media users, and keep the spending momentum going strong into the new year!

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

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