115 Years and counting...

Outstanding and incoming, pg. 11
Welcome to 2020, everyone!
This year, the Chamber turns 115 years old, and we invite all of you to celebrate along with us! A lot has happened over the years, so it will take some time to share it all. This month, we feature President & CEO Tea Jay Aikey’s recent on-air discussion with WKOK. Read about what was shared on the next page.
It’s anniversaries like this that remind me - and I’m sure many of you - just how fast the years can go by. The end of 2019 completed the second terms of three outstanding board members, who also served as officers for many years. Read about who is stepping off the board on page 11, and you can also find out who was elected to start a three-year term starting this month.
Also this month, we recap some of the changes coming to overtime rules that are affecting many of your businesses and organizations. Read more about it on page 15. We had many more celebrations to close out the year, and you can find out who was the center of attention on page 14. Because of the election results being on page 4, we have moved New Members and Member Renewals to page 9 this month. See who’s new and who you should be welcoming to the Chamber on page 9.
Several events help us and members kick-off the year right. You can find out what’s coming up next starting on page 6 as well as the back page. You will notice our biggest event of the year is coming up next month! Did I mention we’re celebrating an anniversary this year?!

There are encouraging columns to read by the rest of the Chamber staff and several other member news features to check out inside these pages. Don’t miss a page, so you can stay informed.
Enjoy the issue!

P.S. Make sure to read a copy of our 2020 Directory with some special features celebrating the past! If a copy wasn’t mailed to you, you will be able to find them in many public locations, including those listed below.
MILTON - It’s a big year for your Central PA Chamber of Commerce. Yes, the Chamber is turning 115 years old this year. How do we look?? The actual birthday is May 19, but the Chamber plans to celebrate all year long!

After serving the region for well over a century, it’s easy and yet difficult to look back. Easy because there is so much to say and difficult to highlight just a few.

Tea Jay Aikey, Central PA Chamber President & CEO, recently had an on-air discussion with WKOK’s Mark Lawrence during the Sunrise program. They talked about some of the more recent accomplishments and celebrations of the Chamber.

In the last several years, the Chamber has been diligent about adding programs and services that reach a wide variety of members. For instance, this publication as well as IYBTV are there to keep members informed of the latest Chamber happenings and news from the membership. There are Seminar & Training Series classes available to members, and even non-members, who need an edge or refresher on the latest ways to succeed in business. Raising the Board graduated 27 non-profit board members in 2019, meaning many area non-profits have leaders better equipped to serve.

There are also Inside Jobs Tours, giving members a closer look at the operations and behind-the-scenes work of fellow members. And, as recently announced, the PAL (Pledged Asset Loan) program is now available to members that need a little financial support in securing a business loan.

Aikey also credits the Chamber’s success to the staff.

“We take a personal approach,” she said. “I’m very proud to say my entire team is very driven in regard to knowing members. We try to make sure that whether a business has 200 employees, 2,000 or they are a sole proprietor, everyone gets the exact same hands-on treatment.”

In addition, the Central PA Chamber’s efforts in economic development have stood at the forefront, including facilitating KOZ (Keystone Opportunity Zone) status for a number of properties. People are already seeing the fruits of those efforts with businesses moving in.

The Chamber has a long history of making an impact. That’s partially why nearly 500 businesses/organizations decide to be members today! The Chamber can’t wait to cross the 500 threshold, and it should be very soon!

You can listen to the entire WKOK discussion at www.wkok.com/podcast.

Stay with us all year long as we celebrate the legacy and history of your Central PA Chamber of Commerce!

― Tea Jay Aikey, Central PA Chamber President & CEO

Dale Moyer, Chairman of the Central PA Chamber Board of Directors, holds up a parting gift from the Chamber. He along with board members, from left, Bob Greenly and Denny Hummer, reached their two-term limit at the end of the year. It’s hard to see them go, but we’re also looking forward to the new faces that will join the board this month!

You can find out who was elected to the board on page 4 and read some parting comments from Dale, Bob and Denny on page 11.
The following individuals have been elected to serve a three-year term on the Central PA Chamber of Commerce’s Board of Directors starting January 2020. Thank you to all primary contacts who participated in this year’s election!

**Diane Elliott**  
SVP/Branch Administrator - Northumberland National Bank

**Andrew Hertzler (2nd term)**  
Owner - XW Construction

**Chris Pinchak**  
Owner/Operator - Heaven’s Best Carpet Cleaning

**Todd Ross**  
President - T-Ross Brothers Construction

Find the story on the new board members and the outgoing board members on page 11. New Members and Member Renewals can be found on page 9.

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**WANTED**

In order to fulfill its mission, the Central PA Chamber of Commerce is seeking representation from the following industries:

- Dry Cleaner
- Florist
- Moving Company
- Veterinarian

If you are a business representative in one of these fields, or you would like to make a referral, please, e-mail jwilliams@centralpachamber.com.

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**Thermo Fisher Scientific**

Consider a career with us

Our mission is to enable our customers to make the world healthier, cleaner and safer. We help our customers accelerate life sciences research, improve patient diagnostics, and deliver medicines to market.

Starting wage now $15/hour!

Search for Millersburg, PA at [jobs.thermofisher.com](http://jobs.thermofisher.com)  
163 Research Lane Millersburg, PA 17061 (717) 692-2104
What makes your business unique?
We are a community bank with local employees and directors who know our customers on a personal level. In banking with us, our customers can feel rest assured the employees they talk to understand the financial landscape of the area they live in because our employees live here, too.

How do you market your business?
We market through digital banner ads, local newspapers, radio, social media, Google Ads, sponsorships, personal calls and local information channels.

What is your Mission Statement?
We provide innovative solutions tailored to meet every customer’s financial needs with dedicated employees who share in our company’s success.

How many does your business employ?
We employ approximately 90 employees.

What top 3 company priorities do you focus on?
We focus on building customer relationships, keeping our customers’ information private and secure, and staying involved in our local communities.

What do you look for in employees?
We look for employees who demonstrate honesty, integrity and trustworthiness. We also look for employees with excellent customer service skills and those who recognize and respect the needs of others.

What philanthropic causes does your business support?
We support numerous non-profit organizations, educational programs, sports teams and artistic programs for all generations. Employees are encouraged and rewarded for volunteering in such organizations as well.
**What's Happening**

**4th Annual Taste of the Town**

**Saturday, February 1, 2020**

*Bloomsburg Fairgrounds, Industrial Arts Building*

6 - 10 PM

Tickets include wine, spirits and beer samples, appetizers and live entertainment. Basket raffles will be available to purchase. Vendors will be onsite selling a variety of merchandise.

Tickets: $40 in advance
$50 at the door
Tickets can be purchased at www.rmhdanville.com

Sponsorship opportunities are available!

Visit our Facebook page for more information

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**Susquehanna Human Resource Management Association**

**Upcoming Meeting**

RSVPs are required

**Jan. 21 - Speed Networking, New Year New Connections**

**SHRMA Members - $11**
**Non-members and Guests - $17**

Includes breakfast buffet

Networking & Breakfast at 7:30 a.m. and Meeting is from 7:50 to 9 a.m.

Meetings are held on the 3rd Tuesday of the month at the Country Cupboard, Lewisburg, and are for Human Resources Professionals. Register @ [https://shrma.shrm.org/events](https://shrma.shrm.org/events).

Learn more @ [https://shrma.shrm.org](https://shrma.shrm.org).

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**CENTRAL PA CHAMBER OF COMMERCE**

**INSIDE JOBS**

3 p.m. Tuesday, Jan. 7
@ Hoopla’s Xtreme
15 Steffler Ave., Shamokin Dam
- Tour the facility (approx. 1 hour)
- Refreshments provided

Inside Jobs offers members a chance to tour facilities of fellow businesses/organizations. Find your details and register @ [www.centralpachamber.com/events](http://www.centralpachamber.com/events).

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**Free web site design**

LEWISBURG - Know a small business that would like a web site designed for free?
According to the Small Business Development Center at Bucknell University, during the upcoming spring semester students will be building web sites at no cost. The projects are intended to provide students with hands-on learning experience while also aiding local organizations.

Apply by Jan. 10 to have your business considered. Visit: [https://forms.gle/LurmCe8EegG51yiDD7](https://forms.gle/LurmCe8EegG51yiDD7).
Lauri Moon
Manager, Training & Outreach
570-329-3200 ext 8085
www.imcpa.com/events

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<th>Location</th>
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<td>1/16/20</td>
<td>Cost Reduction for Manufacturing Companies</td>
<td>Webinar</td>
<td>11 a.m. to 12 p.m.</td>
<td>Free</td>
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<td>Inventory Strategies</td>
<td>IMC 1127 W. 4th St., Williamsport</td>
<td>8 a.m. to 12 p.m.</td>
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<td>3/18/20</td>
<td>Lean Manufacturing Level One Certification</td>
<td>Center for Business &amp; Workforce Development 1127 W. 4th St., Williamsport</td>
<td>8 a.m. to 4:30 p.m.</td>
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January 2020
Central Pa Chamber of Commerce-7

Save the Date!
Join Suncom Industries, Inc.
16th Annual Dirk Sojka’s “Slam Dunk” with Bison Basketball
Saturday, January 11, 2020

Sofka Pavilion
Bucknell University
2:00 PM—Bison vs. Holy Cross

Silent Auction ~ Cash Raffles ~ Great Game ~ Other Fun Activities

How can you help?
Be a sponsor!
Make a donation to the silent auction!
Come to the game to cheer for the Bison!
Buy a raffle ticket and/or auction item!
Contact Christine Curcic at Suncom Industries at (717) 473-3332 or email curcic@suncom.tv for more information!

Lewisburg Lodge No. 96
Independent Order of Odd Fellows
Since 1844
New Columbia, PA

Seeking donations of Victorian / early 1900’s household furnishings

Please help us furnish our beautiful 1870 lodge with authentic Victorian furniture, household goods, silverware, china, crystal, etc.

The Lodge may be rented by the public for events to help us raise funds for those in need and programs we support.
Perfect location for weddings, corporate events, dinner parties, etc.
All donations are tax deductible.

For donation information or to rent this beautiful and historic property for your next event:
info@looflewisburg.org or (570) 541-3494
www.looflewisburg.org

For the latest information on upcoming events...
Visit us on Facebook!

S B D C
Pennsylvania
Small Business Development Center
Bucknell University
570-577-1249
www.bucknell.edu/sbdc

Lauri Moon
Manager, Training & Outreach
570-329-3200 ext 8085
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<td>1/22/20</td>
<td>Cowork at StartupLewisburg with the Bucknell SBDC</td>
<td>416 Market St., 2nd Floor, Lewisburg</td>
<td>9 a.m. to 3 p.m.</td>
<td>Free</td>
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<td>2/5/20</td>
<td>1 Million Cups Susquehanna Valley @BucknellSBDC</td>
<td>416 Market St., 3rd Floor, Lewisburg</td>
<td>10 to 11 a.m.</td>
<td>Free</td>
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<tr>
<td>2/12/20</td>
<td>QuickBooks: Understanding Financial Reports</td>
<td>416 Market St., Lewisburg</td>
<td>1 to 3 p.m.</td>
<td>$35</td>
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Arthaus rethinks future

WILLIAMSPORT - After showcasing bold, innovative and contemporary artwork for over eight years, the Executive Director of Arthaus Projects, John Yogodzinski, and the art gallery itself are at a crossroads. While the intentions for the gallery have been (and always will be) good, a few events, comments, and reactions from the artist community and the community-at-large over the course of this past year have forced them to rethink how Arthaus Projects operates and what the future of the organization should truly be.

In order to properly determine the state of the gallery, Arthaus Projects began measuring attendance, sales and community response to each exhibit in more detail than previous efforts. In general, it was determined that solo exhibitions have not had the intended community impact, and the average time spent by gallery spectators is minimal. However, the data has also shown that group exhibitions, such as the annual juried show, bring the most impact and excitement to the community while visitors are found to challenge themselves with the works on display.

While this data is not necessarily surprising, the logistical and organizational demands of group exhibitions make monthly showcases impossible. Additionally, the monthly requirements of transforming the space for each exhibition are too time intensive, stressful and costly. Therefore, Arthaus Projects has decided that instead of the traditional 10 exhibitions per year schedule, the gallery will showcase four, month-long, high impact gallery exhibitions like the annual juried show. They believe that the “less is more” mantra is fitting for the gallery space. This does leave one big question - What will be displayed in the gallery space for the other eight months of the year? Arthaus is asking for help to figure that out.

Arthaus Projects is reaching out to the local artist community to keep the space viable and sustainable for the non-showcase months. Starting in January 2020, the gallery space will be transformed into a community-minded artisan space called the Williamsport Artisan Shop. Artists are asked to submit their work for consideration through the website, www.arthausprojects.com, where more details can be found. Arthaus Projects also plans to continue hosting artist-run classes and workshops in the gallery space. In order to be considered for a class, send your idea to john@arthausprojects.com.

If you have questions, or would like to discuss your idea for how to help out Arthaus in 2020 and beyond, email john@arthausprojects.com or call 570-435-7080.

Looking to hire or even be hired?

Visit www.centralpachamber.com and click on “Job Openings” under the “Economic Development” tab.
For a second year this past year, the Lewisburg Sunrise Rotary Club assembled Jared Boxes for hospitalized children at Evangelical Community Hospital, Lewisburg. Club President Wyatt Troxell learned about the special boxes in one of his travels to State College and invited organizers to speak at a club meeting in 2018. The mission is to "lift the spirits of children in the hospital… boxes filled with the ‘gift of play’ are given to young patients in emergency rooms, hospital rooms, surgical centers and clinics. According to the web site, www.thejaredbox.com, more than 750,000 Jared Boxes have been delivered across the country. The organization was named after a 5-year-old named Jared, who was diagnosed with an incurable brainstem tumor in 1999. The Rotary Club created just over 50 boxes that were distributed to boys and girls from birth to teen. From left, are: Marian Anderson, President-Elect-Nominee; Paulette Renner, Membership Chair; Tamara Persing, club member; Wyatt Troxell, President; Diane Elliott, club member; Marcia Murray, club member; Paul Donecker, Sergeant-at-Arms; Peter Geschwindner, club member.

Sheltering Hearts
10 Ward Way
Mifflinburg, PA 17844
570-837-9575
shelteringhearts19@gmail.com
Megan Erdley - Managing Director
www.shelteringheartsinc.org
We are a 501(c)(3) non-profit organization, located in Mifflinburg. Our mission is to save the lives of family pets through emergency veterinary funding.

Mr B’s and Sons Outlet
60 East Chestnut Street
Mifflinburg, PA 17844
570-518-8314
bloodcookbob@gmail.com
Mike Bloodsworth - Co-owner
www.facebook.com/Mr-Bs-and-Sons-Outlet-249923389093408
CBD and other tobacco products, apparel and movies. Also have pool tables, arcade and skill machines for your relaxing entertainment.

The Tactical Mind
416 Market Street
Lewisburg, PA 17837
912-677-0059
thetacticalmind@gmail.com
Nick Fuller - Owner
www.thetacticalmindllc.com
I work with athletes on their mental toughness so that they can compete on every play. I also work with companies to enhance their resilience to bounce back from adversity.

New Members

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Membership Renewals
(As of Dec. 13, 2019)
Barclay M. Wilson D.O.
Blaise Alexander Ford
Bucknell SBDC
Bucky Allis
Camp Koala
Central Susquehanna Builders Association
Central Susquehanna Opportunities, Inc.
Cole’s Hardware, Inc.
- Danville
- Lewisburg
Conagra Brands
Eclipse Craft Brewing LLC
Greater Susquehanna Valley United Way
KPI Technology
Lavonne C Poteet
Law Offices of Baldwin & Baldwin
Milton Area School District
Milton Lions Club
Northumberland County Housing Authority
Padgett Business Services
Pennsylvania American Water Company
Pennsylvania Cystic Fibrosis, Inc.
Service 1st Federal Credit Union - Bloomsburg
Service 1st Federal Credit Union - Danville
Service 1st Federal Credit Union - Danville Main Branch
Service 1st Federal Credit Union - Lewisburg
Service 1st Federal Credit Union - Mifflinburg
Service 1st Federal Credit Union - Milton
Service 1st Federal Credit Union - Sunbury
Service 1st Federal Credit Union - Williamsport/Loyalsock Sub-Licious!
SUNCOM Industries
Susquehanna Human Resource Management Association (SHRMA)
Susquehanna Valley CASA
The Coup Agency - Milton & Lewisburg
The Sholley Agency, Inc.
The Towne Tavern
VortX United Inc.
Warrior Run Petcare Center
Wealth Wave

SUNCOM Industries
Susquehanna Human Resource Management Association (SHRMA)
Susquehanna Valley CASA
The Coup Agency - Milton & Lewisburg
The Sholley Agency, Inc.
The Towne Tavern
VortX United Inc.
Warrior Run Petcare Center
Wealth Wave

The professional team at AdOne Advertising & Design has been providing our customers with creative solutions and award-winning designs for over 35 years. Let us help you find the perfect way to promote your company with competitive pricing and fast turn times.

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Time with Tea Jay

A challenge for 2020

Wow, 2019 was quite the year! We celebrated so many triumphs with our members. And, there were many firsts and many lasts, which were bittersweet. Now 2020 is here, and it is full steam ahead as we have so many new initiatives to watch flourish and many big milestones to celebrate.

A huge event that everyone anticipates is our Annual Meeting and Awards Ceremony in February, where we truly surprise or maybe even shock the Chamber Impact Award winners. It is the most emotional event of the year for me personally. If you have been wondering about what event to sponsor, consider the Annual Meeting, but make your decision soon as it is right around the corner! Give Jessica Williams a call at 570-742-7341 to discuss sponsorship opportunities. There is something for every budget.

We will also be hosting Leadercast Live 2020 in May. This will be our second time serving as a host for the world’s largest one-day leadership training event. We are super excited as attendance is set to double, if not triple. Be sure to register soon if you haven’t already done so. This, too, is an excellent event to sponsor to get your name out in front of a large and diverse audience. Again, give Jessica a call to learn about what opportunities may fit your budget.

Did you know our PAL (Pledged Asset Loan) lending program is now available? Is your business looking to expand, upgrade equipment, etc.? If so, have you asked your financial provider if the PAL program would benefit you?

Our Raising the Board (RtB) program graduated nearly 30 individuals in 2019, and classes will soon be scheduled for this year. Do you have interest in learning how to adequately and efficiently serve on a non-profit board, or do you want to have your board members equipped to serve your organization more effectively? Call Jeff Shaffer at our office for more information.

Inside Jobs Tours are already being scheduled well into 2020. Would you like the Central PA Chamber membership to visit your location and learn what your company/organization does behind the scenes? It is a great way to educate and connect with other business leaders and receive some free PR, too!

Why Us? Have you watched the videos released on “Why Us Wednesdays” during 2019? Well they are continuing in 2020. This is FREE advertisement for you! Simply submit your Why Us? video (details at www.centralpachamber.com/why-us/) or connect with our office to have us help you record your video. These videos get so much attention on social media, radio and soon television! There’s no cost to be involved!

One big moment in 2020 is the 115th Anniversary of the Central PA Chamber of Commerce. Keep watch for a very special commemorative keepsake announcement. I know you’ll want to have a piece of history.

Wow, 115 years! We are so fortunate to have had such incredible leaders before us. We’ve learned so much, and we work tirelessly to continue with success for the region.

Tea Jay Aikey
President & CEO
tjaikey@centralpachamber.com

Mark Burke, Organizational MD (Mindset Developer) of MYNDSET, provided for an entertaining moment as sponsor of the latest Breakfast Briefing in December. He shared the concept of ‘yo-yo’ conversations with a few willing participants. MYNDSET’s services include helping organizations building inspirational Vision and Mission statements. MYNDSET’s Vision is ‘Transformed People. Transformative Organizations.’ Burke intends not just to help organizations but make powerful transformations. You can learn more by visiting www.myndset.com. Be a part of our next Breakfast Briefing, coming up on Jan. 17. See back page for details.
Outstanding and incoming

MILTON – Non-profit organizations know a good board member when they see one, and the Central PA Chamber is lucky to say it's had several!

The end of 2019 meant three board members - who were currently or served as officers - had reached their term limits and needed to step off the board. They were: Dale Moyer of Evangelical Community Hospital, board chairman since 2017; Bob Greenly of ACF Industries, 2nd vice chair since 2017; and Denny Hummer, Small Business Development Center at Bucknell University, treasurer from 2014 to 2019.

These gentlemen each served two consecutive three-year terms on the board, and during some of the Chamber’s most remarkable years when it comes to growth and outreach.

"It’s a bittersweet feeling to be going off the board," said Moyer, who also served as the Chamber’s interim President & CEO in 2017, following the passing of Bruce Smith, in addition to being the chair of the Business & Education Association. "I'll miss all of the work that we've done and what the organization has achieved during my time here.

"It’s very important that a chamber performs functions that our members need, and that’s really what this chamber does.”

Hummer, a former chair of the Budget & Finance Committee, said “The time spent here at the Chamber has been amazing. The business of empowering entrepreneurs is incredible, and I think we have done just that here at the Chamber.”

Greenly, who chaired the Milton Area Industrial Development Association (MAIDA) Committee, agreed that it's bittersweet, and thinks there is still a good group moving forward.

“There’s a good group of directors and the core values are still all there.”

The directors will see some new faces at its meeting in January.

Those elected by the membership this past fall were: Diane Elliott, Northumberland National Bank; Andrew Hertzler of XW Construction, serving a second term; Chris Pinchak of Heaven’s Best Carpet Cleaning; and Todd Ross, T-Ross Brothers Construction, who is a former board member and chairman.

“Anything that has recognition like this humbling,” Pinchak said. “I feel there are people more capable and knowledgeable.

"But, I’m on the Chamber’s side - whatever the goals and objectives are I’m here to help.”

Many previous board members have or would have made similar statements, but their desire to “Help Our Region Grow” quickly lead to exciting changes and opportunities that has lead to success.

Welcome, new board members!
The Arc Susquehanna Valley

SUNBURY - The Arc Susquehanna Valley is proud to announce Tessa Moore as its new Executive Director. Moore brings with her great ideas, a passion for working with the organization’s self-advocates and an eagerness to build The Arc Susquehanna Valley into something all involved can be proud of.

Join the team by volunteering, attending an event, and bringing in new members.

Helping Moore move The Arc forward are Cheryl Donlan, recently promoted to Director of Programs and Brian Habermehl, now Director of Self Advocates.

Lackawanna College Sunbury Center

SUNBURY - Kaitlin Stover was recently hired as the Programs of Study Recruiter and Academic Advisor at Lackawanna College Sunbury Center.

As a recruiter, her position allows her to visit career fairs and classrooms at career and technical centers to talk to students about furthering their careers by continuing their education at the Lackawanna College. As an academic advisor, she is able to follow students’ progress and help them achieve their educational goals.

Before coming to Lackawanna College, Stover was a nursing recruiter for hospitals, nursing homes and home health. She graduated from Penn State University for Labor and Employment Relations and is currently in school to receive a Master’s in Business Administration through Southeastern Oklahoma State University.

Herbert, Rowland & Grubic (HRG)

LEWISBURG - Herbert, Rowland & Grubic, Inc. (HRG) was named the ESOP Company of the Year by the Pennsylvania/Delaware Chapter of The ESOP Association.

This organization is dedicated to promoting the benefits of employee ownership, which include maximizing productivity and sharing the wealth among all who contribute. The award is given to a local firm that has successfully demonstrated these values.

Since it was founded in 1962, HRG has been focused on creating a truly integrated team atmosphere and ensuring all members of the team share in the firm’s success. In 2008, they formalized this commitment by initiating an Employee Stock Ownership Plan. Every employee-owner, age 21 or over, who completes at least 1,000 hours of service annually is eligible for HRG stock after one year of employment.

The key to HRG’s ESOP culture is transparent communication. This communication goes both ways - Executive leadership shares fundamental financial metrics and strategy with the team, and every employee-owner is invited to provide feedback and suggestions for process improvements to the Board of Directors via the ESOP Advisory Committee. Because employee owners understand how the business works and how success is measured, they are better prepared to drive that success in their daily tasks. As a result, HRG has consistently improved its staff utilization and has seen a steady increase in share value.

ESOP Advisory Committee member Aaron Moyer accepted the award from Pennsylvania/Delaware Chapter President Mike Shuey at a regional conference in the Poconos.

In other news, Nichole Mendinsky was recently honored by Pennsylvania Business Central as one of the area’s Foremost under 40.

This annual ranking recognizes 50 young professionals with an exceptional work ethic and inspiring stories who editors expect will be the next generation of business leaders and innovators. This year’s honorees are featured in the Nov. 22, 2019 edition of the newspaper.

Mendinsky is a registered landscape architect and team leader at HRG. She has 12 years of experience planning and designing community spaces such as parks and recreation facilities, plazas and courtyards, as well as institutional campuses. Her passion is bringing people from diverse backgrounds together to support a common vision for the betterment of a community, and she is particularly skilled at public engagement, facilitation, sustainable design, and revitalization initiatives.

In her spare time, she volunteers for the Nittany Valley Joint Recreation Authority in Bellefonte Borough.

XW Construction

WATSONTOWN - Andrew and Lizzie Hertzler of XW Construction, Watsontown, were named Conklin Directors in 2019.

Conklin is a nationwide company with tens of thousands of independent distributors, offering a variety of products, including roofing systems, which is what XW Construction specializes in.

Andrew recalls it took three distinct times until he decided to become a distributor, but he’s glad he did.

“One of the first remarkable things I noticed about Conklin was the networking," he told Vision, the magazine of Conklin. “That really inspired me from day one. I was a residential roof contractor, and it was a really cut-throat business. Just seeing contractors, locally and across several different states, who were willing to share information back and forth, was pretty impressive to me.”

Another inspiring element to the Hertzlers, according to the magazine, is seeing what happens when team members take a hold of their own Conklin business and start realizing success.

“When I see the life changes that happen, as part of the growing
process, that is incredible,” Andrew said. At Conklin’s 2019 National Convention, the Hertzler received the District Managers of the Year Award.

“I didn’t see that one coming,” Andrew said. “That was the moment where it really clicked.

“In my mind, I thought, ‘Maybe we really do have what it takes. Maybe we finally made it into the big league.’ It was definitely a defining moment.”

**SEDACouncil of Governments (SEDA-COG)**

LEWISBURG – Board officers for SEDA-Council of Governments (SEDA-COG) were elected at a public meeting in early December. The 2020 SEDA-COG Board of Directors’ officers are Columbia County Commissioner Rich Ridgway, president; Juniata County Commissioner Mark Partner, first vice president; Mifflin County Commissioner Kevin Kodish, second vice president, Larry Reisinger of Perry County, secretary; and Dennis Van Benthuyzen of Snyder County, treasurer.

Board member appointments and reappointments will take place in January. The SEDA-COG board is a 22-member, county-based policy board representing both public and private sectors.

SEDA-Council of Governments enhances the quality of life and economic advantage for residents and businesses in 11 central Pennsylvania counties through its vital partnerships and initiatives. SEDA-COG also is an advocate for the interests of its communities at the state and federal levels. For more information, visit www.seda-cog.org.

**Evangelical Community Hospital**

LEWISBURG - Evangelical Community Hospital recently announced two new directors in the Revenue Cycle department, which handles all administrative and clinical functions that contribute to the capture, management, and collection of patient service revenue.

Charles Martin, MPA, CHFP, has been named Director of Managed Care Contracting. He is responsible for negotiating payer contracts for both the Hospital and Evangelical Medical Services Organization. In addition, he oversees the revenue integrity function of Revenue Cycle, which manages all applicable charge masters for billing, as well as charge reconciliation for the organization.

Martin began his career at the Hospital in the position of Reimbursement Analyst. His career has spanned over 25 years with various positions within Revenue Cycle including: payer contracting, reim-

bursement, charge description maintenance, finance and accounting, registration, billing and collections, and customer service. In his most recent role, he was responsible for the regional operations and integration of the Susquehanna Health entities into UPMC.

Martin holds a Master of Public Administration Degree (MPA) from Marywood University in Scranton. He also holds a Certified Healthcare Financial Professional (CHFP) designation as sponsored by the Healthcare Financial Management Association (HFMA).

Lorraine Flood, LPN, was recently promoted to Director of Professional Coding.

She began at the Hospital in January 2018 and was instrumental in the development of professional coding compliance as a focus at Evangelical.

Through her leadership, she defined the department’s roles and responsibilities as it related to Revenue Cycle and Evangelical Medical Services (EMSO) operation.

In the Director role, Flood's primary responsibility is working with the EMSO to provide training on, and review of, record documentation as it supports the appropriate level of services that are billed for the care provided to EMSO patients.

She has 25-plus years in nursing experience at both the inpatient and physician practice settings. In her most recent seven years, she worked in compliance and education of providers.

In other news, Jerome G. Panisak, MHA, CMPE, has been named Associate Vice President of Medicine Group and Practice Operations by Evangelical Medical Services Organization (EMSO). EMSO is the entity of Evangelical that manages the employed physician groups and ambulatory clinic sites.

In this role, Panisak provides oversight of the employed physicians of the Hospital-based groups, primary care, and medicine specialty service lines. His main areas of focus include strategic planning, budgeting, coordinating, and evaluating all aspects of operations for physician and clinical practices.

He has over two decades of healthcare administration experience.

He holds a Bachelor of Science Health Planning and Administration degree from The Pennsylvania State University and obtained his Master of Health Administration degree from Wilkes University.

A Certified Medical Practice Executive (CMPE), Panisak has held a full career with a strong focus on medical practice integration, performance and productivity improvement, clinician/practitioner relations, fiscal analysis, business operations, and accreditation and certification compliance.

Most recently, he served as the Administrative Director of the primary care service line for Bassett Medical Group in Cooperstown, N.Y. He is a member of the American College of Healthcare Executives (ACHE).

And, Corazon, Inc., a national leader in services for the cardiovascular specialty based in Pittsburgh, has granted reaccreditation to the Percutaneous Coronary Intervention (PCI) program at Evangelical.

Through a rigorous process, the accreditation proves that the interventional cardiology program at the Hospital has met or exceeded the requirements established by the Pennsylvania Department of Health (PA DOH), in accordance with the procedures finalized in September 2015, such as providing 24-hour coverage for PCI emergencies, undergoing detailed quarterly quality reviews to ensure outcomes and practices meet or exceed national standards, and other such factors.

The Hospital underwent an on-site accreditation survey to ensure a commitment to the highest quality level of care to cardiology patients needing interventional care including diagnosis and treatment through catheterization procedures. The evaluation focused on ensuring that guidelines outlined by the American College of Cardiology, American Heart Association, the Society of Cardiovascular Angiography and Intervention, and Accreditation for Cardiovascular Excellence standards continue to be met.
Congratulations to our friends at Brookpark Pet Supply! On Nov. 16, we helped them celebrate the new ownership of the business with a ribbon cutting in front of the store at 400 Farley Circle, Lewisburg. Lots of people and pooches were in attendance, as well as food, fun and prizes! Jordan Fetzer, new owner, brings the store together with his other business, DogWatch of East Central PA. Learn more about Brookpark Pet Supply on Facebook or stop by to see their wide selection of products for your four-legged friends. More pictures from the event can be found on the Central PA Chamber Facebook page. Surrounded by family, friends and supporters, Fetzer cuts the ribbon. From left, are: Eric Leaman, Union County Sheriff Deputy along with Charlie the narcotics dog; Union County Commissioner-elect Jeff Reber; Congressman Fred Keller; Keith Fetzer, father; Frona Bingaman, grandmother; Jordan Fetzer; Mason Sheesley, nephew; Carter Sheesley, nephew; Tara Sheesley, sister; John Sheesley, brother-in-law; Melissa Fetzer, mother; Peyton Sheesley, niece; Ryan Fetzer, brother; Leslie Fetzer; sister-in-law; Olivia Fetzer, niece; and Tea Jay Aikey, Central PA Chamber President & CEO.

Congratulations to our friends at Planet Fitness, Lewisburg! We helped them celebrate their grand opening on Nov. 20 with a ribbon cutting ceremony. According to its mission, Planet Fitness unites to create a judgement free fitness experience with the passion to achieve results, create opportunity and transform the lives of those we serve. They’re having a lot of fun over at 7415 West Branch Highway (Route 15). Learn more on their Facebook page and at www.planetfitness.com. Find more pictures from the event on the Central PA Chamber Facebook page. Surrounded by staff and supporters, Planet Fitness General Manager Kevin Klock and Assistant GM Nathan Sulham cut the ribbon, celebrating the new location. From left, are: Lauren McDonald of The Wealth Factory and fellow Central PA Chamber member; Rob Jones of The Milton Public Library and Chamber Board Director; Tea Jay Aikey, Central PA Chamber President & CEO; Justin Stezin, Regional Director; Chance Sorensen, GM of Planet Fitness Etters; Autumn Rosenberg, GM of PF State College; Russell Hiddeman, Senior Fitness Trainer; Cameron Ruhl, Assistant GM of PF Etters; Nate Dauberman, Member Services, PF Lewisburg; Sulham; Marrysa Moyer, Assistant GM of PF State College; Klock; Jon Casale, Regional Manager; Lindsay VanNess, Assistant GM of PF Shamokin Dam; Ashlynne Tanner, Member Services, Lewisburg; Paige Gordner, Fitness Trainer, Lewisburg; Wilson Andujar, Member Services; Melissa Barrick, Marketing Project Manager; and Dale Moyer of Evangelical Community Hospital and outgoing Central PA Chamber Board Chairman.

Congratulations to our friends at ADERS, Inc. (Autism Diagnostic Evaluations Resources & Services)! On Nov. 27, we helped them celebrate their new location at 900 Buffalo Road, Suite 1 in Lewisburg with a ribbon cutting ceremony. ADERS'S mission is to provide comprehensive diagnostic evaluations, resources, services and advocacy to drive treatment and intervention planning to enrich the quality of life for individuals with Autism Spectrum Disorders (ASD) and their families across all domains: home, school, and community. Learn more at www.adersinc.org. Surrounded by the ADERS staff, preparing to cut the ribbon are Andy Hamilton, CEO and Steve McAnnaney, Program Director. From left: Tea Jay Aikey, Central PA Chamber President & CEO; Teresa Prindle, Receptionist; Ashley Johnson, Behavior Tech; Brian Pontius, Direct Service Worker; Gabrielle Deparasis, Behavior Specialist; Hamilton; McAnnaney; Valerie McAnnaney, Board Certified Behavior Analyst; Christy Rupert, Behavior Specialist; Tiffany Rowe, Finance Officer; Mason Moser, Direct Service Worker; Felicia Hamilton, Direct Service Worker; Gene Brosius, BCBA; Jessica Fink, Behavior Tech; Chelsey Lehman, Program Developer; and Jennifer Mills, Direct Service Worker.
Family fund created in honor of wedding anniversary

DANVILLE - The Danville Area Community Foundation, an affiliate of the Central Susquehanna Community Foundation, is excited to announce the creation of the Knouse Family Fund. The donor-advised fund was established by Richard and Jean Knouse in honor of their 50th wedding anniversary and will provide grants for charitable purposes in the Danville area and surrounding communities.

Richard and Jean have always been proud to be part of the wonderful community of Danville. As a board member of the Danville Area Community Foundation, Jean has had the opportunity to see the positive impact foundation funds can have on a community.

“Providing support to important community assets through funds established in perpetuity is one of the most essential building blocks for an organization’s survival, growth and longevity,” Jean said.

While always supporting their Danville community through time, talent and treasure, the couple also wanted to establish the Knouse Family Fund to help teach their children and grandchildren about the importance of philanthropy to the spiritual growth of an individual. They hope that participation in growing the family fund will serve as a teaching moment and offer opportunities to come together as a family.

“You don’t have to be a billionaire to establish a fund that will last forever,” Jean said. “If you—an individual, a couple, or a family—are passionate about a cause or organization, establishing a fund or contributing to an existing fund will provide you with a way to support your community for years to come.”

Contributions can be made to any of the Foundation’s 260+ funds online at www.csgiving.org, or mail to the Central Susquehanna Community Foundation, Attn: [name of fund], 725 West Front Street, Berwick, PA 18603.

For more information, visit www.csgiving.org or call the Foundation at 1-866-454-6692.
In December, Building Leaders for the Susquehanna Valley (BLSV) students went on field trips, to learn about local businesses and how they operate. From top left photo on this page, moving clockwise: The students were escorted in style, thanks to Susquehanna Valley Limousine. From row, from left: Olivia Erickson, Cami Finerghty and Madison Zimmerman, Mifflinburg Area High School; Jade Swartz, Hannah Staman and Sydney Hoffman, Warrior Run School District; Catherine Simone and Brooke Newman, Lewisburg Area School District; Alyssa Hoffman, Warrior Run; and Bonnie Kiger, driver for SV Limo. Back: Evan Young, Meadowbrook Christian School; Rebekah Fetterhoff, Warrior Run; Darren Dershem, Lewisburg; Larissa Shearer and Ryleigh Mabus, Milton Area High School; Logan Bartlett, Lewisburg; and Max Kennel, Warrior Run. Cydney Snyder and Tammy Condon, owners of Jordanna Adams Clothing Boutique, Lewisburg, speak to students about the many details that go into creating and maintaining a clothing store. Chuck Moore, Director of Operations at OTEX Specialty Narrow Fabrics, Watstontown, talks about their manufacturing processes and the many uses of their fabrics. Students also visited: All Star Bagels and Pizza Phi (provided lunch), Lewisburg; Warrior Run Petcare Center, Watstontown; Panera Bread, Maurices, Verizon Wireless, Chevrolet Cadillac of Bloomsburg, all located in the Bloomsburg area.
Will you be growing this year?

With the new year comes many great opportunities for both personal and professional growth! That being said, I hope that each of you take the time to explore our web site and see all of the great Seminar & Training opportunities that we have planned in 2020. Our web site will constantly be updated with brand new events that are designed to help you, your employees, and thus your business succeed! Some that we have coming in early 2020 will cover everything from preparing for retirement to finding ways to lead your team better and more efficiently.

Another aspect that is important in our workforce development in the new year is presenting opportunities to local students, who can learn about the variety of local industry careers that are available. This is where opportunities such as job shadowing, co-op and internships become very important and allow our students to understand everything our region has available upon graduation from high school, trade school or college. If you have opportunities available to these students, I encourage you to do two things. First, contact me so that I can add your business to a list in our database for when schools need to reach you. Second, visit www.pathtocareers.org to register your business and explore all the ways you can help many of our area students! If you have any questions about these two options, please, don’t hesitate to ask me more about them.

Do you have any plans to grow your leadership skills or serve on a non-profit board in 2020? If so, I would also suggest you check out two of our great leadership programs - Raising the Board (RtB) and Leadercast Live 2020: Positive Disruption. RtB is the premiere non-profit leadership training program in our region. In four classes, this program allows participants to gain the knowledge necessary to be an effective board member. Whether it’s better understanding financial reports or just generally better understanding the operating procedures, this course covers everything you need to know to be successful.

Leadercast Live 2020 is the world’s largest one-day training event that will be held all year! It is held live from Atlanta, GA, but a simulcast will be hosted by the Central PA Chamber of Commerce on May 7 at Bucknell University.

For more information, and to register for either of these events, check out our web site at www.centralpachamber.com.

Make it a great year!

Michael Porter
Education Coordinator
mporter@centralpachamber.com

In November, BLSV students learned about various non-profit organizations and local services. Above, Marcy Benner, a board member of Haven-to-Home Canine Rescue, speaks to students about opportunities to get involved with their mission and met a four-legged friend. Below, Braden Horn of Southern Columbia High School, Sydney Fedder of Danville Area High School, Emma Miller of Columbia-Montour VoTech, and Olivia Lefevre of Benton High School perform a puppet show for their peers using puppets from Kingdom Kidz Inc.
Make it a great year!

Happy New Year and welcome to 2020! I hope each person reading this had a great holiday season! The start of a new year can bring us much stress, but it can also bring new possibilities for our businesses as well as our personal lives. Here at the Central PA Chamber of Commerce, we want to make sure everyone knows how to start the new year off right.

Take a moment to review the Central PA Chamber’s web site. We already have a list of Seminars & Trainings scheduled to help manage the end of year financial aspects of business as well as classes to help individuals and groups work smarter rather than harder with their everyday duties. There are also networking events scheduled that will allow you to meet and greet fellow businesses in our region. These include Inside Job Tours, where we will get to tour local businesses and learn more about what is in our area. Also, be sure to register to attend our first Breakfast Briefing of 2020! Breakfast Briefings are a great way to make connections with area businesses and organizations as well as learn more about your Chamber of Commerce.

In addition, the new year is a great way to review how you are taking advantage of your membership with the Central PA Chamber. If you don’t fully understand the benefits you have, stop in at our office, call or find us at www.centralpachamber.com. We are here to help your business grow, and we can help you much more efficiently if you stay in touch.

We have many avenues to get the word out about your business or organization even if you cannot attend an event. Try filling out a Member Spotlight Form where you can be featured in this magazine. In general, let us know about what’s going on with your business. In addition to this publication, we share information on social media, including through IYBTV, a compliment to It’s Your Business. We’re happy to answer questions, so don’t hesitate to ask!

The Central PA Chamber of Commerce knows its members’ time is precious, so that is why we want to make sure we have many opportunities for you to get your name out in the region. If you would like to see more about the aforementioned events we have for 2020, be sure to go to our web site or call our office at 570-742-7341. I would be happy to talk to you about benefits, too! Thank you to everyone who made 2019 a fantastic year, and I cannot wait to see what 2020 has in store for our region!

Jessica Williams
Finance & Membership Director
jwilliams@centralpachamber.com
DANVILLE – During September, a number of local businesses, organizations and communities joined together to “Go Gold,” raising awareness about pediatric cancer and $18,000 to support the ThinkBIG Pediatric Cancer Fund.

The ThinkBIG Pediatric Cancer Fund is dedicated to minimizing the stress families battling pediatric cancer experience, by providing financial support for everyday cost of living expenses and unpaid medical bills. The ThinkBIG Pediatric Cancer Fund reports that about 15,500 children in the United States are diagnosed with cancer every year.

Casey and Colby Snook’s daughter Finley was first diagnosed with Pre-B Cell Acute Lymphoblastic Leukemia when she was just 3 years old.

“ThinkBIG supported our family, so that I was able to be by her side to take care of her. Often, childhood cancer families go from a two-salary household down to one, so that one parent can be the caretaker while the other parent works,” said Casey Snook. “Thanks to ThinkBIG, I was able to give Finley my 100 percent focus to get her better. Between all of her appointments and hospital stays, we spent more time at the hospital than at home. ThinkBIG helped us with our mortgage payment, gift cards for groceries and with other bills if we needed the support. My family will forever be grateful.”

Finley is back to enjoying the things she likes best, playing with her younger brothers, being outside and performing gymnastics.

In 2015, Woody Wolfe approached Old Forge Brewing Company and Service 1st Federal Credit Union and asked, “Why not go gold?” Going Gold soon grew into a month-long awareness effort. Each year, support continues to expand into new communities. This year, the Elysburg area also participated.

Businesses involved in Going Gold 2019 included: Brendan’s Towne Tavern, Lewisburg; Bull Run Tap House, Lewisburg; the Columbia Colonnade, Bloomsburg; Heart to Hand Ministries; Marley’s Brewery & Grille, Bloomsburg; Matty’s Sporthouse Grille, Lewisburg; Nickle Plate Bar & Grille, Elysburg; Old Forge Brewing Company, Danville; Rusty Rail Brewing Company, Mifflinburg; Service 1st Federal Credit Union; Watson Inn, Watsontown; West End Ale Haus, Bloomsburg.

Many of the events featured this year’s Gold Dust Pale Ale, brewed by Marley’s and Old Forge Brewing. During the campaign, $1 per pint of the pale ale was donated to Going Gold. Rusty Rail Brewing Company donated $1 per goblet of their Fool’s Gold to benefit ThinkBIG® as well.

This was the fifth consecutive year for the Going Gold initiative. To date, this initiative has raised over $60,000!

For more information about Going Gold, call Colleen Phillips, Vice President Marketing at Service 1st at 800-562-6049.
Join Us at these Upcoming Events!

**BREADFAST BRIEFING**

7:30 to 9 a.m. Friday, Jan. 17 @
the Central PA Chamber of Commerce,
30 Lawton Lane, Milton.

Free to Attend - **Registration is Required**

Sponsored by:

![First National Bank](image)

**Legislative Breakfast**

7:30 to 9 a.m. Friday, Feb. 21 @
Country Cupboard, Lewisburg

**Topic:** Federal Issues

**Admission:** $15 - **Registration is Required**

**Premier Sponsor:**

![Milton Savings Bank](image)

**See you soon!**

**2020 Annual Meeting**

11:30 a.m. to 1:30 p.m.
Thursday, Feb. 27
@ The Silver Moon Banquet Hall, Lewisburg
(Feat: Feast of Flavor Catering)

**Registration required @**
www.centralpachamber.com/events

**Celebrating 115 years of service!**