

It's Your BUSINESS

www.centralpachamber.com

Volume 5, Issue 3 - March 2020



Making an impact,
pg. 3

CENTRAL PA

CHAMBER OF COMMERCE

Board of Directors

Eric McDowell - Chairman

The Coup Agency

Lennea Brown - 2nd Vice Chair

RiverWoods Senior Living Community

Philip Campbell

Lackawanna College - Sunbury Center

Alison Hall

The UPS Store

Andrew Hertzler

XW Construction

Lauren McDonald

The Wealth Factory

Todd Ross

T-Ross Brothers Construction

Adam Wolfe

Pivot Physical Therapy

Ron Mackley - 1st Vice Chair

iHeartMedia - Williamsport/Shamokin

Cheryl Rheppard - Treasurer

USG

Beth George

Meadowbrook Christian School

Joel Harris

The Salvation Army - Milton

Rob Jones

Milton Public Library

Chris Pinchak

Heaven's Best Carpet Cleaning

Ellen Ruby

Lewisburg Downtown Partnership

E. Terry Baldwin - Solicitor

Baldwin & Baldwin

Staff

Tea Jay Aikey - President & CEO

tjaikey@centralpachamber.com

Jeff Shaffer - Communication Director

jshaffer@centralpachamber.com

Michael Porter - Education Coordinator

mporter@centralpachamber.com

Jessica Williams - Finance & Membership Director

jwilliams@centralpachamber.com



Ann Hilliard - RE/MAX Bridges

Coldwell Banker Penn One Real Estate ■ Davis, Davis & Kaar

Decal Dynasty ■ Evangelical Community Hospital

Green Ridge Graphics ■ Heritage Springs Memory Care

Hosterman Photography & Design ■ iHeartMedia

Interaction Dynamics Group ■ Jersey Shore State Bank

La Primavera Italiano Ristorante & Pizzeria ■ Lawton Insurance Agency

Lewisburg Pharmacy ■ LIVIC Civil ■ Mifflinburg Bank & Trust

Milton Savings Bank ■ North Central Sight Services

North Shore Railroad ■ On Fire Promotions

PenTeleData ■ PPL Electric Utilities

Practical Business Solutions ■ Riverwoods Senior Living Community

Safeguard Business Systems ■ Service 1st Federal Credit Union

Service Electric Cablevision/SECV8 ■ Seven Mountains Media

Stahl Sheaffer Engineering ■ Susquehanna Fire Equipment Company

Susquehanna Valley Limousine ■ T-Ross Brothers Construction

The Daily Item ■ The Standard-Journal ■ The Wealth Factory

Unique Inspirations Limited ■ Watsontown Dental

The President's Club is an exclusive sponsorship program created to prominently recognize companies that contribute to the Central PA Chamber over and above their annual membership investment. For more information, call 570-742-7341.

The Inside Scoop

For some of you, change is coming, and it begins with the next issue of It's Your Business. Based on the survey results we received last summer, most readers are already enjoying IYB in its digital format. In addition, most of you who were sticking to print only, would be happy to make the switch to digital if that was the only choice. Well, we found a happy medium.

This will be the last copy of It's Your Business to be physically mailed to you, however, you can still enjoy a printed copy of the magazine, if you so chose.

First of all, IYB will continue to be available in print at the locations listed below this column. (In fact, more copies will be available at public locations.) This list is updated, so be sure to check it out from time-to-time for location changes - usually additions.

Also, with the digital "flipbook" version that many readers are enjoying online, a simple pdf version is also included. This can easily be printed from the web browser of your choice.

We thank you for your continued readership and support through this small transition.

Exciting additions are on the horizon, as we plan to make the digital version of IYB even more interactive! You can now click on advertisements and event flyers to be taken directly to the source, but in the future, you will be able to see additional pictures and video directly on the pages from various Chamber happenings. Advertisers, too, will have the opportunity to include additional content to their ads. If interested as a current or potential advertiser, please, reach out to me about this exciting opportunity! As always, we appreciate any and all feedback with how we're serving you. That includes this publication.

There is much to cover this month, headlined by our recent Annual Meeting & Awards Ceremony. The story of our biggest event of the year begins on the next page.

Also inside, you'll find member news, events and Chamber happenings of all kinds. So, don't miss a page!

Enjoy the issue!



Jeff Shaffer, Editor
Communication Director
jshaffer@centralpachamber.com

It's Your Business Deadlines

April Issue

News/Ads March 13 -- Insert Flyers March 18

Interested in advertising in this publication?
Contact Jeff at jshaffer@centralpachamber.com or
call 570-742-7341

Find FREE copies of *It's Your Business* at these
Chamber member locations:

Lewisburg

Country Cupboard ■ Lewisburg Borough ■ Lewisburg Hotel
Lewisburg Pharmacy ■ McCann School of Business & Technology

Mifflinburg

A+ Office Outlet

Milton

Central Vision Eyecare ■ D & S Event Center
Milton Public Library ■ Pinpoint Federal Credit Union

Watsontown

Watson Inn ■ Watsontown Dental, PC

Sunbury

City of Sunbury Office ■ Sunbury Revitalization ■ The Dip-In

Making an impact

LEWISBURG - Celebration is important and celebrate we did! The Central PA Chamber of Commerce's Annual Meeting & Awards Ceremony on Feb. 27 not only looked back at the highlights and difference makers of last year, but it honored those who have gone before us in the last 115 years.

It's a milestone year for the Chamber. The event featured a "throw-back" theme as the yearlong celebration continues. A special video was included with the 2019 Year-in-Review, remembering some of the people and places that made this Chamber what it is today. The nearly 200 people in the room left with keepsake wooden nickels, and some lucky winners went home with special centerpieces.

This year's featured speaker, Diane Weller of Diane Weller Coaching reminded everyone why it's important to celebrate.

For one, the act of celebration changes your physiology and strengthens your psychology, she said. In addition, celebrating with colleagues and business partners tightens your network.

"Your celebrations position you correctly as a winner and attracts more success - success begets more success," Weller said as her third point.

Weller also highlighted the importance of conversation as well as connection. A point she really drove home was that "E+R=O

See "Impact" (on page 14)



Diane Weller of Diane Weller Coaching was our featured speaker. Her topic was 'That's Why We Celebrate', focusing on the importance of 'Celebration. Conversation. Connection.'

On the cover: The recipients of a Chamber Impact Award at the Annual Meeting & Awards Ceremony. From left: John Machak and Lauren McDonald of The Wealth Factory; Brenda Reichenbach of Tony's Custom Tailor Shop; Scott Pfaff, representing the team at Milton Savings Bank; and Chris Pinchak of Heaven's Best Carpet Cleaning. All photos in this Annual Meeting feature are by Hosterman Photography & Design.



The centerpieces at this year's Annual Meeting commemorated the 115 year history of the Central PA Chamber of Commerce. They were made by Middle Creek Signs. Two lucky attendees from each table won a centerpiece at the end of the event.

THANK YOU, SPONSORS!

Meal/Venue Sponsor



Centerpiece Sponsors

**Evangelical Community
Hospital
Middle Creek Signs**

Award Sponsors

**Nesco Resource
The Daily Item**

Favor Sponsor

**The Muncy Bank &
Trust Company**

Program Sponsors

**First National Bank
Interaction Dynamics
Group**

**Lackawanna College
Sunbury Center
Milton Savings Bank
Susquehanna Fire
Equipment Company
Susquehanna Valley
Limousine
The Wealth Factory**

Additional Support By:

**Hosterman Photography
& Design; Hairology;
Tony's Custom
Tailor Shop; Unique
Inspirations Limited**



Quality Collision Repairs on
All Domestic & Foreign Cars & Trucks
Alignment Specialists • State Inspection
Towing & Rollback Service

47 Apple Street • Milton, PA 17847
Phone: (570) 742-9627

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

New Members

The Northumberland National Bank - Northumberland

245 Front Street

Northumberland, PA 17857

888-877-6623

delliott@norrybank.com

Diane Elliott - SVP/Branch Administrator

www.norrybank.com

At The Northumberland National Bank, our corporate philosophy sets us apart and reflects our strength as a local community bank.

Generations Asset Management

776 Bull Run Crossing, Suite 100

Lewisburg, PA 17837

570-972-2613

Michael.barrett@lpl.com

Michael Barrett - Managing Partner

www.generationsassetmgmt.com

Generations Asset Management represents a diverse team of financial professionals who share a common objective. We understand people have goals for their savings and retirement as well as dreams and bequests for their families. We feel financial efforts, if properly planned and cared for, can extend to generations of others to come.

Buffalo Valley Fence Supply

25 Cedar Drive

Lewisburg, PA 17837

570-522-0409

Zack@buffalovalleyfence.com

Zack Lapp - Sales Manager

www.buffalovalleyfence.com

We specialize in low maintenance fencing, railing and decking. We carry all of your vinyl fencing and railing needs, as well as aluminum. We also stock a large majority of chainlink supplies. We also specialize in custom built decks with the Azek and Timber-tech products.

Majik Rent-to-Own

150 North Donnersville Road (Main Office)

Mountville, PA 17554

570-522-9963

jluczak@majikrto.com

Joe Luczak - District Manager

www.gomajik.com

Majik is a family-owned business based out of the Lancaster area. We provide home furnishings, electronics, appliances and more. We're guided by our "Core Values", which is all about helping people, not only our customers and employees; but our community in general.

City of Sunbury

225 Market Street

Sunbury, PA 17801

570-286-7820

jbarner@sunburypa.org

Jolinn Barner - City Clerk

www.sunburypa.org

Sunbury has a rich and wonderful history, which is worth seeing in person. Although our city has grown and changed over the years, we have endeavored to keep our historical treasures untouched and alive. Our sense of the value of these sites is one more reason to visit or live in Sunbury. If you're tired of "big city" living, consider this... the biggest traffic jam you'll encounter in Sunbury is after the high school's football game!

SUN Habitat for Humanity

2070 North Old Trail

Selinsgrove, PA 17870

570-374-2437

sandy@sunhabitat.org

Sandra Hopkins - Administrator/ Development Officer

www.sunhabitat.org

SUN Habitat for Humanity builds and rehabilitates homes for low- and moderate-income families who qualify for our program. We believe that owning a decent, affordable home provides our families with hope, dignity, stability and security. We provide an affordable no-interest mortgage that allows our families the extra funds needed to become a mainstream contributor in our communities. We don't just build homes at SUN Habitat - we build hope.

Karen Orchard, LMFT

P.O. Box 156

Montandon, PA 17850

570-522-0599

afriendlysmlie2013@yahoo.com

Karen Orchard - LMFT

See "Membership Renewals" (on page 8)

Find the latest member news on our Facebook page and at www.centralpachamber.com.

ThermoFisher 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

163 Research Lane Millersburg, PA 17061 (717) 692-2104

Correction

Before being hired by The Northumberland National Bank, Diane Elliott was employed by Fulton Bank. Sorry for the error in the February issue!



Rebecca Yeager/Marketing Specialist

ryeager@scb.bank

(570) 568-2624

www.scb.bank

What makes your business unique?

We will be celebrating our 100th anniversary in 2020. Our dedicated employees deliver exceptional service tailored to individual business and personal needs, including: commercial, agriculture, mortgages, treasury management, savings and investment advisory solutions.

What is your Mission Statement?

"Helping our family, friends, and neighbors succeed."

How many does your business employ?

We have 7 branches and 91 employees.

What are your top 3 company priorities?

- Helping our family, friends and neighbors succeed.
- Building and growing relationships by offering personalized service.
- Being involved in the communities we serve.

**Want to appear
in the
Member Spotlight?**

**E-mail Jessica Williams at
jwilliams@centralpachamber.com
for details!**

Keith Foust/President

keithf@susquehannafire.com

(570) 538-5907

www.susquehannafire.com



What makes your business unique?

We are a fire protection specialist company providing life safety and life-saving equipment and services to protect restaurants, business, industry, fire departments and firefighters.

How do you market your business?

In addition to our web site, we also use Facebook, Twitter, LinkedIn, eBay, trade shows, trade magazines, community involvement and Chamber participation. Our mobile service vehicles and sales vehicles are lettered so customer's visually see us out and about every day.

What is your Mission Statement?

Susquehanna Fire Equipment Company is committed to our customers by providing the most innovative and advanced fire, safety and suppression equipment and service available today to protect lives and property. In addition, it is our responsibility to grow and sus-

tain our company to achieve profitability that will support our commitments and sustain growth for our customers, employees and suppliers.

How many does your business employ?

30 full-time and 3 part-time.

Advice to those who own a business?

Develop a great team and leadership program for your employees to develop, grow and help move the company forward. Give them responsibilities and trust in them to make good decisions. Develop good communication skills and in sales don't take the first "No" as an answer.

Finish this sentence – "On a day off I..."

Work around the house, clean my vehicles, mow the yard, play golf, relax, swim in the pool, go out for breakfast, and camp in Canada in the summer and travel.

Words to live by?

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

What are your top 3 company priorities?

Employees treated like family, a great place to work, and focus on customers and customer service.

What characteristics do you look for in employees?

Honesty, passion, dedication, industriousness and a drive to service customers and better themselves.

What philanthropic causes does your business support?

Fire Department fundraisers mostly in various ways, support local colleges and high school, and participate in chamber activities.



DECAL APPLICATION & REMOVAL

Fleet & Truck Markings,
Custom Striping, Labels, Magnetic Signs,
Contractor Job Site Signs, Posters,
Window & Wall Graphics, Building Letters

A Quality Service

decaldynasty.net • 17355 Old Turnpike Road (Rt 45), Millmont, PA 17845



www.BHSHodrickRealty.com

BERKSHIRE HATHAWAY | Hodrick Realty
HomeServices

1100 West Market Street
Lewisburg, PA 17837
570-523-1000

1070 Bloom Road
Danville, PA 17821
570-275-7696

What's Happening

Susquehanna Human Resource Management Association

Upcoming Meeting

RSVPs are required

March 17 - Employment Law Update

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>. Learn more @ <https://shrma.shrm.org>.



COME JOIN US AT THE FOLLOWING EVENTS

Every Day – We have a clothing bin at the puppet home as a Fundraiser. It is a Hand Up bin. It is located behind the puppet home at the back alley.

Sunday, March 15 – Puppet Dinner Theater at the Puppet Home 11 E 3rd St. Watsontown. 12:30 Lunch, 1:15 Program. Open to Public

Saturday, March 28 – Watsontown Alliance Church Easter Egg Hunt, 1165 8th St. Drive Watsontown. 10 am

Have a Birthday coming up? Great! Call Kingdom Kidz for a fun filled and interactive presentation for your party.



Kingdom Kidz is looking for volunteers who are willing to assist with the sound, lighting and media aspects of our programs. We will train. Clearances are a requirement.

Quality Family Programming

www.hiskingdomkidz.org e-mail: puppets@hiskingdomkidz.org

Follow us on Facebook 570-838-3133

Leadercast  live

2020 POSITIVE DISRUPTION

Thursday, May 7

Registration & Sponsorship Opportunities
@ www.centralpachamber.com/events.

CENTRAL PA
CHAMBER OF COMMERCE

INSIDE JOBS

3 p.m. Thursday, May 14
@ Ronald McDonald House of Danville
100 N. Academy Ave.
& Trembulak Lane, Danville

Featuring:



- Tour the facility (approx. 1 hour)
- Refreshments provided

Inside Jobs offers members a chance to tour facilities of fellow businesses/organizations.
Find tour details and register @ www.centralpachamber.com/events.

THE MILTON PUBLIC LIBRARY
presents



OUR SPRING FUNDRAISER IN THE CARRIAGE HOUSE

NIGHT AT THE RACES

A KENTUCKY DERBY PARTY AT THE LIBRARY

5.2.2020

6:00 P.M.

DRESS IN YOUR
BEST DERBY
ATTIRE

LIVE VIEWING OF THE KENTUCKY DERBY

HORS D'OEUVRES • COCKTAILS • RAFFLES

Contact the library for tickets and information. Tickets are on sale for \$20.
570.742.7111 - www.miltonpalibrary.org - 541 Broadway, Milton PA 17847



18th Annual Milton Rotary Club Casino Night



Saturday, March 28, 2020
Watson Inn, 100 Main Street,
Watsonstown
7 - 11 PM

Tickets: \$15 in advance / \$20 at the door
Tickets are available at www.eventbrite.com or
by calling 570-742-8736 ext. 322

Includes: 100,000 crazy cash,
appetizers and
one door prize ticket



**All proceeds benefit the Milton Rotary Club and
the Ronald McDonald House of Danville**

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



KELLY RV INC

Since 1957



OPEN HOUSE

Friday, March 13 - 9 to 6
Saturday, March 14 - 9 to 4

Celebrating the Arrival of




60 Old US Route 15 • West Milton, PA 17886
570-568-6984 • KellyRVInc.com

Date	Seminar	Location	Time	Cost
3/18/20	Lean Manufacturing Level One Certification	Center for Business & Workforce Development 1127 W. 4th St., Williamsport	8 a.m. to 4:30 p.m.	\$1,495
3/19/20	Lean Manufacturing Level One Certification	Innovation Park at Penn State, 200 Technology Center University Park, PA	8:30 a.m. to 5 p.m.	\$1,495
3/19/20	Using Emerging Technologies to Transform Your Business	Webinar	2 to 3 p.m.	Free



Lauri Moon
Manager, Training & Outreach
570-329-3200 ext 8085
www.imcpa.com/events



Small Business Development Center
Bucknell University
570-577-1249
www.bucknell.edu/sbdc

Date	Seminar/Event	Location	Time	Cost
3/18/20	The First Step Pre-Business Workshop	416 Market St., 3rd Floor, Lewisburg	9 to 11:30 a.m.	Free
4/1/20	Rep. Lynda Schlegel Culver Presents: The First Step Pre-Business Workshop	1 Susquehanna Valley Mall Drive (in the hallway near the movie theater), Selinsgrove	1 to 2:30 p.m.	Free
4/9/20	Rep. Lynda Schlegel Culver Presents: Small Business Outreach Day in Selinsgrove	1 Susquehanna Valley Mall Drive (in the hallway near the movie theater), Selinsgrove	10 a.m. to 12 p.m.	Register by phone 570-577-1249



CSBa HOME & OUTDOOR DESIGN SHOW

33rd Annual

CSBa Home & Outdoor Design Show

March 20-22, 2020 - Bloomsburg Fairgrounds

SAVE THE DATE!

Vendors • Sponsorships • Lego Competition

Over 100 Arts & Crafts Booths • Wine Tastings



«» DJ CHOICES
Prevention via Positive Choices

Riding Over Addiction 2020

and Mega Raffle

Saturday, April 4, 2020

Doors Open @ 10:30 AM - Games Start @ 1:00 PM
28 Silver Moon Lane, Lewisburg, PA 17837

(20) Regular Games:
Payouts: \$100 minimum, \$150 with 150 players, or **\$250** with 250 players

(3) Special Games:
Payouts: \$200 minimum, \$350 with 150 players, or **\$500** with 250 players

(1) Jackpot:
Payouts: \$600 minimum, \$800 with 150 players, or **\$1,000** with 250 players

Free Food • Rip Tickets • Raffle & More

Get your tickets soon at DJ Choices Bingo (every Friday night)
Tickets are \$40 in advance (\$50 at the door) & are limited to 300 players

Bryon Carey will be riding his bicycle over 3,000 miles down the East Coast from Maine to Florida to help bring this amazing educational and inspiring assembly about addiction to all schools.

www.facebook.com/DJChoicesBingo
www.facebook.com/RidingOverAddiction2020

For more information please contact: Bryon Carey • bcarey@DJChoices.com

Membership Renewals

(As of Feb. 25, 2020)

Aim Advertising
Albright Footcare Center
Astro Village Listing Service
B & W Disposal, Inc.
Bear Rental
Borough of Turbotville
Boy Scouts of America,
Susquehanna Council
Budman Auto Body
Carl Jenkins DDS
Central Builders Supply
Company
Christ Wesleyan Church
Ciro's Ristorante Italiano
Columbia County Bread and
Granola, LLC
Delaware Township
Supervisors
Greater Susquehanna Valley
YMCA - Mifflinburg
Greater Susquehanna Valley
YMCA - Milton
Greater Susquehanna Valley
YMCA - Sunbury Branch
Green Ridge Graphics
Holiday Inn Express -
New Columbia
I. Ray Zimmerman, Inc.
Electrical Contractors
Innovative Manufacturer's
Center (IMC)
Interaction Dynamics Group
Jersey Shore State Bank -
Danville
Jersey Shore State Bank -
Lewisburg
Kelly RV Inc
Kevin M. Welch, DPM
Kost Tire & Auto Service
LandPro Equipment LLC -
Watson town

Lawrence J. Winans DMD
Marco
Meadowbrook Christian
School
Mericle Commercial Real
Estate Group - Wilkes-Barre
Mericle Commercial Real
Estate Group - Williamsport
Mifflinburg Heritage &
Revitalization Assoc. (MHRA)
Milton Harvest Festival Inc
MYNDDSET
On Fire Promotions
- Lewisburg
On Fire Promotions
- Shamokin Dam
One Group Insurance
Pinpoint Federal Credit Union
Ronald McDonald House of
Danville, Inc.
Rotary Club of Milton
Ryder Supply Chain Solutions
Safeguard Business Systems
Service Electric Cablevision
Sheesley Insurance
Specialty Settlement Services
Suburban Propane
Susquehanna Fire Equipment
Company
Susquehanna Valley Home
Services LLC
The Daily Item
Turbotville National Bank
Unique Inspirations Limited
Watson Inn
Watson town United Methodist
Church
West Branch School
Association
Williamsport Crosscutters
Your Building Centers - Milton
Zartman Construction, Inc.



SOLD

Don't worry we've done this a million times

RE/MAX BRIDGES
633 N. Derr Dr.
Lewisburg, PA 17837
570-768-4792

RE/MAX RIVER VALLEY REALTY
166 Eighth St.
Northumberland, PA 17857
570-473-8888

Raising the Board returns in April

MILTON - The Central PA Chamber's premier class, designed to build the skills and confidence of current and future non-profit board members returns in 2020.

The spring session of Raising the Board (RtB) will be held from 9 to 11 a.m. on the following Wednesdays - April 22 & 29, May 6 & 13 - in the Smith Room at the Central PA Chamber of Commerce, 30 Lawton Lane, Milton.

This class is open to any and all Chamber members as well as the general public. The cost is \$99 for all four sessions and includes written materials for further study between classes.

RtB is broken down into four focus areas: Practice, Act, Apply and Connect. Topics range from Vision/Mission and Strategic Planning to Fundraising, Advocacy and many more. For a full list of classes, visit www.centralpachamber.com/rtb.

"Raising the Board launched last winter here at the Central PA Chamber," said Jeff Shaffer, RtB Director. "This program was designed completely in-house by Central PA Chamber staff and members.

"We understand the importance of local non-profits having educated and effective board members, and this class will help."

Prior to class design, the Chamber spoke with several area non-profit leaders to better understand what skills needed to be strengthened. In 2019, a total of 26 individuals representing a large number of non-profit organizations graduated from RtB. The response has been very favorable.

"If you're thinking about being on a board, or even if you're a current board member, you should take this class," said Scott Robinson, an RtB graduate representing the Independent Order of Odd Fellows Lodge #96, who completed the class last spring.

Lennea Brown, a Central PA Chamber Board Member and graduate of the fall session of RtB, said "I highly encourage you to invest the time in the Raising the Board classes. From obtaining a general understanding of what it actually means to be board member to receiving all the tools to become a successful board member it's definitely



Participants in the Fall 2019 class of Raising the Board take on a team challenge involving financial statements. RtB is a four-week class made up of theory, class discussion and hands-on exercises designed to build the skills and confidence of current and future non-profit board members.

a good investment of your time."

For more information about RtB, contact Jeff Shaffer at jshaffer@centralpachamber.com or 570-742-7341. If you're ready to register, visit www.centralpachamber.com/events. Find April 22 on the calendar.

Class participants will receive a questionnaire to complete before the first class.

Send one or send several board members from your organization and watch your non-profit grow!

OPEN DOORS WHEN YOU GO DOOR-TO-DOOR!

DIRECT MAILERS drive customers to your web site, canvas your region with coupons or offer prize codes and incentives to bring new people through your door. Let the team at AdOne work to find the right mix of graphics, demographics and postal services to reach your optimal audience.

- Car Dealerships
- Financial Institutions
- Service Industries
- Retail Stores
- Health Services
- Restaurants
- Churches
- Recreation
- Lodging



print design



web development



apparel



promotional items



display/signage

For more information about our DIRECT MAIL services:
www.mypromotionalneeds.com/direct-mail

AdOne
advertising & design

SUNBURY, PA 17801
570-286-1111
mypromotionalneeds.com



Since working with AdOne for over 10 years, I have done over 1.5 million direct mail pieces and each time I see an increase in traffic after they are delivered. Using prize boards with codes has been a great call-to-action for our customers. Working with AdOne is cost effective and time-efficient. I highly recommend their team for their direct mail services.

Bob Schon, General Manager
Blaise Alexander Ford
Lewisburg, PA

Time with Tea Jay

Leadership shines at the Chamber

Congratulations to the 2020 Chamber Impact Award winners!

Each year, it gets more difficult selecting the four award recipients as you are all so very remarkable at what you do. It's not only for your business or organization but for the membership at-large and the region, too. To say that I love you all may sound a bit extreme, but it is so very true! Each and every single day, I am in awe of what you accomplish, the struggles you overcome, the generosity you show and how humble you are through it all. While the Annual Meeting and Awards Ceremony takes a lot of effort - and causes me a lot of self-induced worries and sleepless nights - it is truly my favorite event of the year.

It brings me great joy to have so many of you that we serve in one room, to be able to stand before you and share the year-in-review and acknowledge our organization's leaders. Those who volunteer their time to serve on the board of directors, various committees and many projects are the most valuable and irreplaceable assets we have as an organization. Hats off to you for making the Central PA Chamber of Commerce the outstanding organization it is and has been for the last 115 years!

While on the topic of outstanding leaders. I truly believe this quote - "Great leaders don't set out to be a leader... They set out to make a difference. It's never about the role... It's always about the goal." - Lisa Haisha, a speaker, life and business mentor.

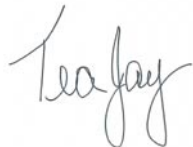
That being said, I can't wait to see you, our leaders at the upcoming RtB (Raising the Board) training! This intimate training for those serving or considering serving on a board is so very beneficial to broadening your skills to serve the organizations you support. The spring 2020 session has been announced in this issue of IYB, and the class will fill up quickly. Contact Jeff Shaffer (jshaffer@centralpachamber.com) today for details.

The largest one-day leadership training in the world will once again be hosted by your Chamber in May 2020.

Seats have been selling already! It's been changed to a Thursday event, which I think will be very helpful to many and increase the number of registrants. We are partnering with Bucknell University again this year as their venue was perfect for such an outstanding event.

The topic this year is "Positive Disruption" and there will be a great group of speakers to hear from. These men and women are change makers and trailblazers. They are people who face big ideas head on and take their teams to new heights. We look for this event to sell out as last year many businesses just brought one team member, and then expressed on their post event survey that they were planning to bring their entire teams in 2020!

Visit our web site and register soon!



Tea Jay Aikey
President & CEO

tjaikey@centralpachamber.com



Legislative Breakfast



At left is Ryan Gleason, Manager of Congressional and Public Affairs at the U.S. Chamber's Great Lakes Regional Office, who was the guest speaker at the Joint Legislative Breakfast on Friday, Feb. 21 at the Country Cupboard. The topic was 'The State of American Business and Where We Are Going.' Gleason spoke about the U.S. Chamber's work with the House and Senate and the priorities going forward. They include: infrastructure, trade, immigration and climate change. Next to him are: Tea Jay Aikey, Central PA Chamber President & CEO; Tracie Witter of PPL Electric Utilities, which was the Greater Susquehanna Valley Chamber's event sponsor; and Scott Pfaff of Milton Savings Bank, which was the Central PA Chamber's event sponsor. The Central PA Chamber partners with the neighboring Chamber on inviting guests and selecting speakers. This time, the Central PA Chamber chose the speaker.

WELCOME TO YOUR LOCAL SOURCE FOR BANKING

We know local markets, we make local decisions,
and we'll find an account that works for you.



milton
SAVINGS BANK

Member FDIC



CHECKING, SAVINGS & LENDING SOLUTIONS

CALL 570-742-8541 OR VISIT US TO GET STARTED

80 BROADWAY STREET | MILTON, PA 17847 | WWW.MILTONSAVINGSBANK.COM



2122 Main Street
P O Box 209
Dewart, Pa 17730

- Portable Fire Extinguishers
- Emergency Lighting
- Backflow Water Testing
- Automatic Fire Suppression Systems
- AED
- Fixed Gas Detection Systems
- Rescue Equipment
- Portable Gas Detection
- Fire Equipment
- Breathing Air Compressors
- SCBA
- Training Classes

800-822-2105

Chamber to host 'Positive Disruption'

LEWISBURG - The Central PA Chamber will be bringing disruption to the lives of leaders in May - a "Positive Disruption" that is!

Once again this year, the Chamber will be a host site for Leadercast Live, the largest one-day leadership event on the planet!

The event will take place on Thursday, May 7 in the Terrace Room of the Elaine Langone Center at Bucknell University, Lewisburg.

Registration is now open at www.centralpachamber.com/events. The 2020 event theme is "Positive Disruption," which calls upon leaders of all levels to shake up the status quo and drive opportunities for innovation.

If you're new to Leadercast, the simulcasted event is truly ideal for leaders at any level and anywhere - whether it's for business or personal.

Leadercast Live! is well-known for its speakers, and they've once again come through with a great slate, being headlined by a sports legend - Earvin "Magic" Johnson.

A five-time NBA champion, three-time league MVP, gold medalist and Basketball Hall of Fame inductee, Magic has successfully pivoted his skills and tenacity from the basketball court to the boardroom as chairman and CEO of Magic Johnson Enterprises, an investment conglomerate. Magic is co-owner of the Los Angeles Dodgers of MLB, Los Angeles Sparks of WNBA, Los Angeles Football Club of MLS and eSports franchise Team Liquid.

He is joined by: Dr. Henry Cloud, Amy Jo Martin, Andy Stanley, Richard Montañez, Bozoma Saint John, Sangram Vajre, Rhaf Harfoush and Matt Wallaert.

Making his fifth appearance on the Leadercast Live stage, Dr. Cloud brings an unmatched knowledge of business leadership and psychology for attendees. He has authored more than 45 books that have sold more than 13 million copies, including numerous New York Times best-sellers.

Named one of the most powerful women on Twitter by Forbes, Martin helps people and businesses revolutionize their brand. She is an author of *Renegades Write the Rules*, host of the acclaimed *Why Not Now?* podcast and founder of the intensive training *Renegade Brand Bootcamp* for businesswomen.

Returning to the Leadercast Live stage, Stanley brings anecdotal insights on life and leadership for attendees. He is the founder



Earvin "Magic" Johnson

and senior pastor of North Point Ministries in Atlanta, and reaches millions through his online sermons and podcast. Andy has authored more than 20 books on leadership, relationships and faith.

Montañez started his PepsiCo career at Frito-Lay in 1976 as a janitor in its Rancho Cucamonga plant. He is recognized as the creator of the Flaming hot line of products including Flaming Hot Cheetos, which influenced future ethnic products and the first Frito-Lay Hispanic marketing team. He was named the 2019 Executive of Influence by Hispanic Lifestyle magazine.

Saint John has earned a reputation as a trailblazing executive, leading marketing efforts for Uber, Apple and Pepsi-Cola North America. She currently drives marketing campaigns across Endeavor's global network, which operates in 30 countries with subsidiaries like IMG and UFC.

Known as the "accidental" evangelist, Vajre has built Terminus into one of Deloitte's 2019 Technology Fast 500 in less than 5 years. He is the host of FlipMyFunnel Podcast and has authored two books on account-based marketing.

Researching the impacts of emerging technologies in society, Harfoush has helped the world better understand the deep and hidden behavioral shifts within the global communication infrastructure. She is the executive director of the Red Thread Institute of Digital Culture, author of *Hustle & Float* and a professor at Sciences Po in Paris.

And, for more than 15 years, Wallaert has spoken to hundreds of audiences about behavior change, including the United Nations, South by Southwest and more. His new book, *Start at the End*, explains science-based tips for implementing behavior changes in any organization.

Leadercast



Central PA Chamber

Leadercast is on a mission to fill the world with leaders worth following. It provides world-class leadership events, content solutions and resources for individuals, teams and organizations across all industries to foster the growth of more leaders through their journey of becoming leaders worth following. For more information, visit www.leadercast.com.

WHY US?

What our members are saying...

"EVENTS"

"DOWN HOME ATTITUDES"

CENTRALPA
CHAMBER OF COMMERCE

*Based on 2018 member survey findings

LIVE

HIGH SCHOOL SPORTS AND MORE

High School Sports and More Exclusively on
Service Electric Cablevision Channel 508 HD or 8 SD.



Check secv8.com for a complete schedule!

Members Recognized

Pennsylvania Business Central

STATE COLLEGE - A couple of women affiliated with the Central PA Chamber of Commerce have been tapped as "Outstanding Women Leaders" in 2020.

Tea Jay Aikey, Chamber President & CEO, as well as Bonnie McDowell, CEO of the Greater Susquehanna Valley YMCA were included on the list in the January/February issue of Women in Business publication.

This year's honorees were selected from a long list of nominations sent to the publication from throughout its 23-county readership. Every year, the editorial board reaches out to executives, chambers of commerce, community leaders and readers to identify the most dynamic and consequential nominees.

Aikey has been employed by the Chamber since 2011, and has served as President & CEO since 2017. She can't help but beam with pride and enthusiasm when talking about the work of the Chamber.

McDowell has been with the GSV YMCA full-time for the past 25 years, including the past 13 as CEO. She also has served on a number of boards and committees in the region.

If interested in reading more, stop by the Central PA Chamber of Commerce, 30 Lawton Lane, Milton, to pick up a copy.



Tea Jay Aikey

Bonnie McDowell

Evangelical Community Hospital

LEWISBURG— Evangelical Community Hospital is pleased to welcome Andrew Pataki, MD, Obstetrician Gynecologist, to OB/GYN of Evangelical.

Dr. Pataki had been contracted to provide services at OB/GYN of Evangelical since early 2019 and has now been placed on staff as an employed Evangelical physician. In addition to patient visits, Dr. Pataki also provides surgical services relating to women's health.

OB/GYN of Evangelical specializes in women's healthcare including childbirth and the diseases and treatment of the female reproductive system.

Dr. Pataki completed his medical degree at Universidad Autonoma de Guadalajara School of Medicine. He completed his internship at St. Francis Hospital, Pittsburgh, and his residency at St. Agnes Hospital, Baltimore, where he was Chief Resident in 1986.



Dr. Andrew Pataki

SEDA-COG (SEDA-Council of Governments)

LEWISBURG - SEDA-COG welcomed two new employees in January and February.

Angie Kemberling joined SEDA-COG's Community Development program Jan. 17 as program assistant. She has administrative and customer service experience from Wood-Mode. She is a graduate of Sus Q Cyber Charter School.

Katie Herrold started Feb. 3 as program assistant also for the Community Development program. She has office and customer service experience from MedExpress Urgent Care. She is a graduate of Fortis College in Smyrna, GA.

SEDA-COG enhances the quality of life and economic advantage for residents and businesses in 11 central Pennsylvania counties.



Angie Kemberling

Katie Herrold

RE/MAX River Valley Realty and RE/MAX Bridges

NORTHUMBERLAND - Steve Slotter, a Selinsgrove resident who has 11 years of experience as a licensed real estate professional and has served for three years of the board of directors for the Central Susquehanna Valley Board of Realtors, has joined RE/MAX River Valley Realty in Northumberland.

His experience includes 10 years in real estate sales management and five years in residential property management, including sales of residential and commercial real estate, farmland, recreational properties, vacant land and subdivisions and leasing of commercial and residential properties.

"Steve has extensive sales and customer service experience, and we are thrilled to have him join our growing family of full-time real estate professionals," said Ann Hilliard, broker-owner of RE/MAX River Valley Realty and RE/MAX Bridges in Lewisburg.

"He is also active in his church and community," Hilliard said, noting that he has been involved in numerous roles within the Boys Scouts of America, Susquehanna Valley Church of Christ, Selinsgrove Little League and Upward Flag Football.

"When asked, a friend said simply, 'Steve's a good man,' exactly what we are looking for as we continue to build an exceptional real estate team to serve the entire Central Susquehanna Valley," Hilliard said.

Slotter, a graduate of Troy Area High School, earned a bachelor of science degree in human resource management at Messiah College. When not at work, he enjoys hunting, fishing, camping and hiking. He and his wife, Angelina, have two children.



Steve Slotter

Pinpoint Federal Credit Union & RE/MAX West Branch

WATSONTOWN - Pinpoint Federal Credit Union, Milton, received the Watsontown Area Business Association's Small Business of the Year Award.

Pinpoint is active in the Watsontown Community through their Stuff the Bus Campaign. Rebekah Golla and Barbara Johnson of Cronrath Grenoble Funeral Home, 2018 Small Business of the Year, presented the award to Brenda Raker, President and CEO. A presentation was also made to Wally Fairman, RE/MAX West Branch as he begins his retirement process after 45 years. Fairman received the first WABA Emeritus Membership as he was one



From left: Rebekah Golla and Barb Johnson of Cronrath Grenoble Funeral Home, WABA's 2018 Small Business of the Year, present the 2020 Small Business Award to Brenda Raker and Paulette McGinnis of Pinpoint Federal Credit Union.



Wally Fairman of RE/MAX West Branch, receives WABA's Emeritus Award from Diana Johnson of First National Bank and Barbara Diehl of Coldwell Banker Penn One Real Estate.

of the original members of the organization. It was presented by Diana Johnson First National Bank and Barb Diehl of Coldwell Banker Penn One Real Estate.

Zartman Construction

NORTHUMBERLAND —Zartman Construction has a new CFO.

Matt Lacklin, CPA, has replaced Vickie Sports, CPA, CCIFP, after almost two decades on the job. She retired Jan. 31. The company says Spotts worked tirelessly over the last 19 years and has been instrumental in navigating economic ups and downs.

Lacklin has been working with Spotts for several months in preparation for his transition to the role of CFO.

Lacklin earned his bachelor's degree in Professional Accountancy from Penn State University and an associate's degree in Business Administration from Harrisburg Area Community College. In 2012, Lacklin was named one of the Central Penn Business Journal's "40 under 40" and in 2014 won PICPA's Young Leader Award.

"As a new member of the company and its management team I'm integrating myself into its culture," said Lacklin. "Our accounting department endeavors to provide timely information to our management team and maintain compliance with regulatory agencies. I look forward to building on the great systems and processes Vickie established and lend my expertise to Zartman's continued growth."

Lacklin previously worked at Brown Schultz Sheridan & Fritz and Corning, Inc.

"Matt is an excellent addition and has quickly become one of the team. He brings impressive experience, business acumen and perspective from his years in public accounting," said President David Zartman. "Vickie will definitely be missed, and we wish her well in her retirement."

In other news, Zartman Construction hosted its annual employee safety training on Jan. 31. The theme of this year's training was "Don't Take Chances." This annual training is part of a behavioral based safety culture that is enriched through this event. President David Zartman opened up the day by talking about one of the goals of the company's safety program - to "have everyone go home at night in the same condition they arrived in that morning." Zartman went on to speak about the successes of the past year and the outlook for 2020.

Jerry Wolfe, Safety and Risk Management Director, spoke about



Matt Lacklin

the day's theme and about the company's overall safety rating for 2019. Wolfe also discussed the new ANSI 92 changes and stated that Zartman is prepared for the changes.

The first presentation of the day was given by Craig Shaffer, who discussed acceptable risk and safety in the construction field.

Kevin Miller then talked about DOT compliance, specifically involving commercial vehicles. The day finished with a defensive driving presentation by Paul Nanney.

Harnesses and fall protection gear was inspected by all field employees.

Zartman also presented the Safe Supervisor award and Nailed It recognition awards.

Ben Maurer and Zach Boyer were awarded the "Safe Supervisor of the Year" for 2019, it is the first tie in the program's almost 25 year history. Dave Harmon was the third place winner.

The idea got its inception at the company Christmas party in 1995, when the management team was searching for ways to increase supervisor acceptance and participation in the safety program. For the first several years, the only criteria used was the percentage of weekly toolbox talks and job site inspections completed. Ten criteria were then developed along with a complexity factor in 2000. The complexity factor weighs the number of employees under their supervision and the complexity of the projects they supervised throughout the year. In 2005, the 11th criteria awarding points to supervisors for violation free safety inspections was added. In 2010, the 12th criteria awarding points for a supervisor who underwent an OSHA inspection with no citations was added to the program.

Each quarter, team members can nominate another workers for the "Nailed It" awards, recognizing that person for their demonstration of Zartman company values. Safety first, customer focus, integrity, taking responsibility, dependable & reliable, friends & family and passion are the Zartman company values that they hope that each member of our team demonstrates.

For the final quarter of 2019, James Aucker, Clair Brubaker and Daria Dressler received the awards.

Aucker was nominated for going the "extra mile" over the holiday season. Brubaker was nominated because he "takes pride in his work and stands up for himself and others" plus he is "not afraid to let someone know if they are being unsafe." Dressler was nominated for being "dependable and reliable" and being passionate about her job plus "tackling new project with determination and resourcefulness."



From left: David Zartman, President of Zartman Construction, presents Ben Maurer and Zach Boyer with the 'Safe Supervisor of the Year' Award for 2019, during the organization's annual employee safety training on Jan. 31. It is the first tie in the program's almost 25 year history.



The Annual Meeting & Awards Ceremony is the Central PA Chamber's biggest event of the year! It brings together nearly 200 leaders from the Central PA Region. It provides great opportunities to network, learn and celebrate. We feature a guest speaker, and it's when we present the Chamber Impact Awards, honoring the work of members who serve the Chamber and the community at-large in a variety of ways! Members also rave about the food, provided by Feast of Flavor Catering at The Silver Moon Banquet Hall, Lewisburg. Be a part of the event and learn what it's all about!



"IMPACT" (from page 3)

(Event+Response=Outcome)."

"We are in more control than we think," she said.

Members were once again recognized this year for their response, not only to Chamber happenings but the greater community.

Recognized this year with Chamber Impact Awards were: Milton Savings Bank, The Wealth Factory, Brenda Reichenbach of Tony's Custom Tailor Shop, and Chris Pinchak of Heaven's Best Carpet Cleaning.

Michael Porter, the Chamber's Education Coordinator, recognized Milton Savings Bank for many reasons, in their support of over 15 different community-based groups with funding, close to half of those organizations being fellow Chamber members.

"It's certainly been one of Milton Savings Bank's priorities to support the community and the Chamber," said Scott Pfaff, accepting the award on behalf of the bank, celebrating 100 years this year. Jessica Williams, Finance & Membership Director, presented a Chamber Impact Award to The Wealth Factory, known for its volunteerism, generosity and growth. "They are eager to jump in when needed."

"It's just an honor to participate in this wonderful organization," said Lauren McDonald.

Jeff Shaffer, Communication Director, announced the next recipient of a Chamber Impact Award was Brenda Reichenbach of Tony's Custom Tailor Shop, known for making the Chamber men look great at big events in their tuxes and supporting the community in a variety of ways, despite being a sole proprietor.

"Thank you very much, I just do it from my heart," Reichenbach said. "I do what I can to contribute."

Tea Jay Aikey, Chamber President & CEO, presented the fourth and final award to someone who has left a lasting impact on her and the way they serve others - Chris Pinchak of Heaven's Best

**Want to be a sponsor at next year's
Annual Meeting & Awards Ceremony and have
your brand in front of 200 area leaders?
Let us know today!**

**Contact Jessica at 570-742-7341 or
jwilliams@centralpachamber.com**



Carpet Cleaning.

"I know you are incredibly humble and never do any of your acts of kindness for recognition...but today, despite your humbleness, we are going to honor you," she said.

A floored Pinchak said, "I don't do things for public recognition, I try to stay hidden in the shadows. But, as I grow, as my family grows, as my business grows, as my influence grows it's a lot harder.

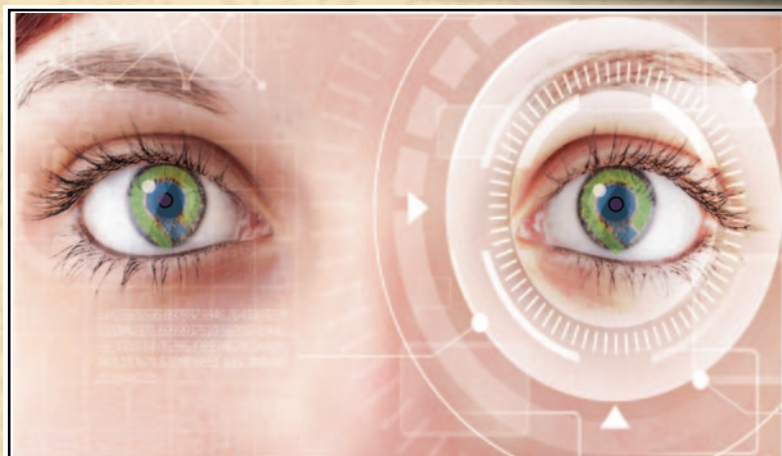
"That being said I hope to remain and stay humble in the things I do and say."

Congratulations to our winners and thank you sincerely for all you do for the Central PA Chamber! Thank you to everyone that contributes in various ways not only to the Chamber but the entire community throughout the year! Who knows, perhaps you'll be a Chamber Impact Award recipient in the future!

Thank you our numerous event sponsors (listed on page 3), including the meal/venue sponsor, Service 1st Federal Credit Union. Events like this are not possible without support and attendance. This was a record-breaking year for attendance, and we hope to keep it growing in the future!

You can find many more pictures from the Annual Meeting on the Central PA Chamber Facebook page, professionally shot and edited by Brett Hosterman of Hosterman Photography & Design.

From top left, clockwise: Everyone at the Annual Meeting left with a commemorative wooden nickel, in honor of our 115th anniversary. Saxman Ravi plays a special rendition of our National Anthem to help kickoff this year's event. Below, Jennifer Gardener-Schoch of The Salvation Army follows by providing the invocation. And, your Chamber team, from left, Michael Porter, Jessica Williams, Tea Jay Aikey and Jeff Shaffer. We hope to see you next year!



Your Vision for

Let Pinpoint Show You the Way to Financial Success Throughout the New Year and Beyond!



Pinpoint 
FEDERAL CREDIT UNION
Your Financial GPS.

Main Office
603 Center Street,
Milton, PA,
17847-2443

Lewisburg Office
at the McCann School of Business
7495 Westbranch Hwy,
Lewisburg, PA 17837

P: 570-742-3903 F: 570-742-0389

www.pinpointfcu.org

Business & Education

PFEW - 'An incredible opportunity'

WILLIAMSPORT - We hear it all the time – “I can't find great employees!” With the improving economy, many of our members are having trouble finding people with the knowledge and skills they need to help their business grow and thrive. The folks behind Pennsylvania Free Enterprise Week (PFEW) have a solution.

This award-winning summer economics education program has benefitted local students for over 40 years. PFEW immerses rising high school juniors and seniors in the world of business, allowing them to experience firsthand what you face each day. Offered by the Foundation for Free Enterprise Education, PFEW was founded to teach students about the American private enterprise system and help students develop skills that make them the great employees and employers of the future. PFEW annually holds five week-long sessions in July and August on the campuses of Lycoming College and the Pennsylvania College of Technology in Williamsport, PA, serving nearly 2,100 students and 200 volunteers each year.

PFEW participants form teams of approximately 18 students and one volunteer adult business mentor who become the simulated management team of an underperforming manufacturing company in direct competition with other student companies. Each company must determine, through 12 business quarters, their selling price, marketing costs, production levels and budgets, banking needs, R&D costs and more. In addition, teams must develop a marketing strategy, create a print and media campaign, and design a website. Sound familiar?

The Chamber has proudly supported PFEW for many years, and we encourage all our local companies and civic organizations to provide sponsorship for our students and, if possible, volunteers for the sessions. Every student attends PFEW on a fully tax-deductible \$625



At right, Company Advisor Joanie Norelli, customer manager small format for PepsiCo, takes a break on the quad with her team, Solaris, a power tool company, on a sunny summer day.

If you would like to learn more about either award-winning program and how you can get involved, please visit the Foundation's website, www.pfew.org, or contact Scott Lee, vice president of marketing & development for the Foundation for Free Enterprise Education at (814) 833-9576 ext. 8, or scott@pfew.org.

St. Patrick's Lottery Bingo

FRIDAY, MARCH 13

REGISTRATION

4:30 PM

GAMES START

6 PM

Pre-Sale Tickets \$25

At the Door \$30

Buy Tickets ahead of time at:

www.centralpachamber.com/events

Win your "pot-of-gold" and raise money for the Central PA Business & Education Association, providing career exploration and leadership training for area students!

D & S Event Center

5170 State Route 405
Milton, PA 17847



CENTRALPA
BUSINESS & EDUCATION ASSOCIATION

Work Ethic...It mattered then, and it matters now.

Attendance
& Punctuality

Attitude
& Effort

Respect

Be a
School
counts!
Employer.



www.centralpachamber.com



Support 'B&E'

MILTON - The Central PA Business & Education Association will be participating in Raise the Region once again this year! This year's event will start at 6 p.m. Wednesday, March 11 and run straight through to 11:59 p.m. Thursday, March 12.

Raise the Region is an opportunity for you to donate money to your favorite local non-profit organizations, like the Central PA Business & Education Association! Depending on the number of donations or when donations take place, organizations have a chance to win additional funding.

Go to www.raisetheregion.org to make your donation during the aforementioned time. Each hour has a different prize up for grabs, and all donations are tax deductible!

Funds raised by this effort will go to help with funding for programs such as Building Leaders for the Susquehanna Valley, School Counts!, and the Seminar & Training Series.

Building Leaders for the Susquehanna Valley is a program that helps high school juniors become better prepared to lead for the future of our region. School Counts! is a program that helps high school students understand the value of hard work, attendance, and punctuality in the work environment as well as for School. The Seminar & Training Series helps to benefit local community members looking to better themselves personally or professionally through various classes.

Michael's Minutes

Growing interest this spring!



As March begins and ends, it is important for us to remember some of the great things that are happening for both the Central PA Business & Education Association and our local students.

This month, students of Building Leaders for the Susquehanna Valley (BLSV) will present on their business projects from this year. They have been working on a management plan, marketing plan, financial documents and a site development plan to present to a team of "sharks" about a business they think could benefit the Central PA region now or in the future. Then in April, more than 30 local students from 12 different school districts will be graduating from our BLSV program.

On May 20, we are having our Spring Career Awareness Fair, which allows for local 3rd, 4th, and 5th grade students to learn about the many types of careers they can aspire to achieve here locally in Central PA. This Career Fair impacts more than 400 students and had close to 40 different businesses participating last year. We are always looking for ways to inspire these students so they can develop a passion for any career. The "touch-a-truck" component really took off last year, and we would love to have more businesses contribute to this portion of the event. If you are interested in sharing your passion with local students, please, sign up on our web site. This is a completely free event and includes lunch as well.

In order to support these programs, we are doing a few fundraisers over the next couple of months. On March 11 and 12, we are once again participating in Raise the Region. This event is a unique 30-hour giving campaign for non-profits in our region. This means that not only can you go on to the web site to support "B&E" but also support many of your fellow members that are non-profits. On March 13, we will also be having our St. Patrick's BINGO fundraiser. We need sponsors for our games, as well as people to play in the games. If you are interested in either of these things, please, don't hesitate to reach out to me or visit our web site.

Looking into next month, on April 27, we are doing a Wendy's dine-to-donate fundraiser from 5 to 8 p.m. at the Lewisburg location. Finally, on June 26, we will be holding our 19th Annual Business & Education Association Golf Tournament and 5th Annual Golf Ball Drop! Please, go to our web site to register for these events!

For more information on everything I just mentioned, visit www.centralpachamber.com/events.

Thank you for your support!

Michael

Michael Porter
Education Coordinator
mporter@centralpachamber.com

CENTRAL PA BUSINESS & EDUCATION ASSOCIATION Seminar & Training Series

Google Calendar Share

9 to 11 a.m. Wednesday, March 20 @

Central PA Chamber of Commerce, 30 Lawton Lane, Milton

Cost: **\$20 for Members/\$25 for Non-members**

Register: www.centralpachamber.com/events

Presented by:



CENTRAL PA BUSINESS & EDUCATION ASSOCIATION Seminar & Training Series

401k Seminar

11:30 a.m. to 1:30 p.m. Friday, April 3 @

Central PA Chamber of Commerce, 30 Lawton Lane, Milton

Cost: **\$15 for Members/\$20 for Non-members**

Register: www.centralpachamber.com/events

Presented by:



La Primavera Italiano Ristorante & Pizzeria

Fine Italian Cuisine

*Banquet Room Facilities
holds up to 160 people*

Titolari: Vito & Salvatore Mazzamuto
Rt. 45 west Lewisburg, PA Telephone: (570) 523-1515



Jessica's Jottings

Time for spring cleaning!

It is hard to believe we are in the third month of 2020 already! Here at the Central PA Chamber of Commerce, we have already had some big, exciting events take place. We hope you enjoyed our Annual Meeting and congratulations, again, to our Chamber Impact Award winners!

Now that the winter blues are starting to wind down, and we can almost grasp warmer weather, it is time to plan your "spring cleaning"! The cleaning this year should focus on the possibilities your future holds. Below are some ideas to get you thinking about these possibilities and how the Central PA Chamber of Commerce can help.

Knowledge that will drive you to succeed in your business and personal surroundings. Is there a topic that you would like to learn more about? Check out the Seminars & Training Series the Chamber offers throughout the year. Our members that conduct these seminars and trainings are also willing to work one-on-one, so be sure to check out the Chamber Directory to find contact info and even read more about them. If there is a topic that would be of interest to you, contact us here at the Chamber.

Be seen and recognized by the public. If your goal this year is to receive more business or even reach more people take a look at what advertising and involvement you are doing. Where are you advertising your business? The Chamber as many outlets for you to advertise, which include our monthly magazine, our YouTube Channel, Facebook page and web site. How involved are you with the Chamber or community? Belonging to the Central PA Chamber is a great start to getting involved in the community, but to get your name even more recognized, make sure you are utilizing the benefits as well. Come to an event and meet new people or even sponsor an event to get your name out there for all to see.

With spring cleaning, it does not have to be about throwing out the old. Rethink this year by taking the old and shining it up to work better for you and your business! For more ways to get involved, and more ideas on how to clean up your business, don't miss a single page of IYB and go to our web site www.centralpachamber.com or contact a Chamber staff member.

We are here to help and eager to work with you and your business!



Jessica

Jessica Williams

Finance & Membership Director

jwilliams@centralpachamber.com

Stop & visit
anytime
between
7:30 - 9 a.m.
the first
Monday of
every month
@ 30 Lawton
Lane, Milton.



Have a cup of
coffee and
learn more
about the
benefits of
Central PA
Chamber
membership!

To register, visit www.centralpachamber.com/events



Tea Jay Aikey, Central PA Chamber President & CEO, presents the Green Business of the Year Award to last year's winner, Columbia County Bread & Granola, represented by owner Doug Michael.

Are you the 'greenest'?

MILTON – Once again this Earth Day, the Central PA Chamber staff will award a member with the Green Business of the Year Award.

How has your business been good to the environment? The ways businesses can shrink their footprints are seemingly endless!

Applications for the Green Business of the Year Award will be accepted until 4:30 p.m. on Monday, April 13. A member will be visited on Wednesday, April 22, which is Earth Day.

If you have filled out the application in the past, we strongly encourage you to do it again, especially if your "green" efforts have "grown."

You can find the form on our web site at www.centralpachamber.com. Find "Green Business Recognition" under the "Membership" tab on the homepage.

To be considered for recognition, you must be:

- a member of the Central PA Chamber
- doing business in our rural region, and
- demonstrate green business practices in each of several major areas.

For questions, call 570-742-7341.

The past Green Business of Year Award recipients are: Columbia County Bread & Granola, Bloomsburg, 2019; Pompeii Street Soap Co., Mifflinburg, 2018; Arrowhead Drive-In Restaurant, Milton, 2017; Lawrence J. Winans, DMD, Lewisburg, 2016; Hometown Disposal, Sunbury, 2015; Central Susquehanna Community Foundation, Berwick, 2014; Warrior Run Petcare Center, Watsontown, 2013.

*Comprehensive
Crime Victim
Services Center*

transitions

SAFER FAMILIES. SAFER COMMUNITIES.

24-Hour Crisis Hotline
800-850-7948

Ribbon Cuttings

Congratulations to Share Store! We conducted a ribbon cutting ceremony for them at the end of January. The goal at Share is to assist the terminally ill in the community and provide the help their families need. They accept material donations, which they sell at their thrift store, 5174 Route 405 (Southgate Plaza), Milton. Learn more at www.sharestoreusa.com. Cutting the ribbon is Jody Cervantes, co-owner. From left: Drewsilla Cervantes, manager and Jody's daughter; Jody; Jeremy Welch, volunteer and nephew of Jake Kitchens; and Kitchens, co-owner and brother of Jody. Find more pictures on the Central PA Chamber Facebook page!



Congratulations to Herring Roll & Solomon, P.C.! We conducted a ribbon cutting for them on Feb. 13 at their new office at 700 Bloom Road in Danville. This is the second location for the longtime CPA firm, based out of Sunbury at 41 S. Fifth St. It's tax season, and they're ready to serve you! Call 570-286-5895, e-mail csolomon@ptd.net and visit www.hrsaccountants.com.

Surrounded by staff and their family members, co-owner Courtney Solomon of Herring Roll & Solomon, P.C. prepares to cut the ribbon. On the left is Tea Jay Aikey, President & CEO of the Central PA Chamber of Commerce. To Solomon's right, are fellow CPAs Bill Roll, who is retired but working on a part-time basis; and Seth Heintzelman, also a co-owner; Mason Solomon, Courtney's son and staff member; Patti Kahler, staff; Christine Witmer, CPA, holding Seth's daughter, Adelyn; Lauren Heintzelman, Seth's wife holding their son, Jacob; and staff members Diana Haas, accountant; and Joyce Deeben. Find more pictures on the Central PA Chamber Facebook page!

faxingmailboxingstoringpacking
printingboxingfreightingcopying
direct-mailingdeliveringbrochuring
designingflyeringshredding
brochuringreceivingssupplying
storingpackingpostcarding

Every **ing** for small business.
And, of course, shipping.

The UPS Store 

Penn House Commons
325 N 10th St, Ste 400
Lewisburg, PA 17837

570.523.2611 Tel
store5918@theupsstore.com
theupsstore.com/5918

Copyright © 2019 The UPS Store, Inc. All rights reserved. 15630121719

CONNECT WITH US!



Internet • TV • Home Phone
HDTV • DVR • On Demand • TV Everywhere

SERVICE ELECTRIC
 CABLEVISION

secv.com • 800.522.2389



Join Us at these Upcoming Events!

BREAKFAST BRIEFING

7:30 to 9 a.m. Friday, March 13 @
the Central PA Chamber of Commerce,
30 Lawton Lane, Milton.

Free to Attend - **Registration is Required**

Sponsored by: 
WEB • DESIGN • PRINT

Open house with refreshments from 4 to 6 p.m.
at their new Milton location!

Ribbon Cutting



FIRST
Commonwealth®
Time to be first.™

CENTRAL PA
CHAMBER OF COMMERCE

4 p.m. April 9 @ 537 Mahoning St., Milton

Legislative Breakfast

7:30 to 9 a.m. Friday, April 17 @
Country Cupboard, Lewisburg

Topic: State Issues

Admission: \$15 - Registration is Required

Premier Sponsor:



**Susquehanna Valley
Community Education Project**

Facilitating the establishment of a Susquehanna Valley Community College

Designed to **build the skills and confidence** of future
and current members of non-profit boards.



Spring 2020 Session

April 22, April 29, May 6 & May 13!

Contact Jeff Shaffer at jshaffer@centralpachamber.com
or visit www.centralpachamber.com/rtb



First Impressions matter. From the facade to the front door, reception area to the breakroom, your building should be a reflection of your business. Considering a renovation or new space? Our Design-Build team is ready to take on your next project.

We don't just construct buildings. WE BUILD BUSINESSES.

Building for the Future

COMMERCIAL | INDUSTRIAL | DESIGN-BUILD |
CONSTRUCTION MANAGEMENT

www.trossbrothers.com | 570-524-6411



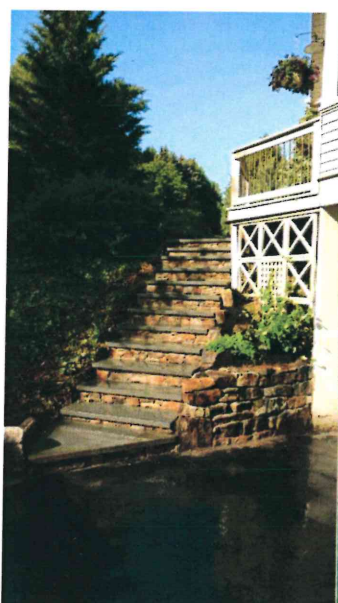
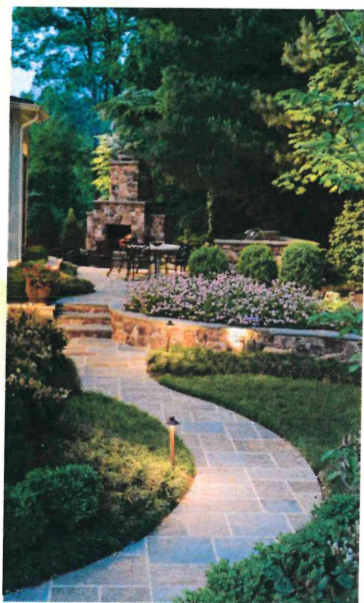


BEND-FAB
STANDING SEAM METAL ROOFING
A DIVISION OF T-ROSS BROTHERS CONSTRUCTION

Superior Quality. Unmatched Versatility. Rugged Durability.

www.bend-fab.com
570.522.0042

A NEW DESIGN LANDSCAPE & STONE, INC.



*Place your property maintenance in the
hands of a qualified professional*

10 years of excellence in

- ✓ Mowing/Trimming
- ✓ Landscape Renovation,
Design & Installation
- ✓ Hardscape Installation
- ✓ Flexible maintenance schedule
- ✓ Chamber members receive a 10%
discount
- ✓ Brush Clearing
- ✓ Shrub Trimming & Removal
- ✓ General Lawn Cleanup
- ✓ Seeding & Fertilization
- ✓ Residential & Commercial

Call for a free estimate today!
570-490-5507

Serving: Northumberland, Montour, Snyder and Union Counties

A NEW DESIGN LANDSCAPE & STONE, INC.
995 Strawbridge Road, Northumberland, PA 17857
HIC #: PA 085140 Email: info@anewdesignstone.com

St. Patrick's Lottery Bingo

FRIDAY, MARCH 13

REGISTRATION

4:30 PM

GAMES START

6 PM

Pre-Sale Tickets \$25

At the Door \$30

Buy Tickets ahead of time at:

www.centralpachamber.com/events

Win your "pot-of-gold" and
raise money for the Central
PA Business & Education
Association, providing
career exploration and
leadership training for area
students!

D & S Event Center

5170 State Route 405
Milton, PA 17847



CENTRALPA
BUSINESS & EDUCATION ASSOCIATION



Raising the Board is designed to build the skills and confidence of would-be and current members of non-profit boards.

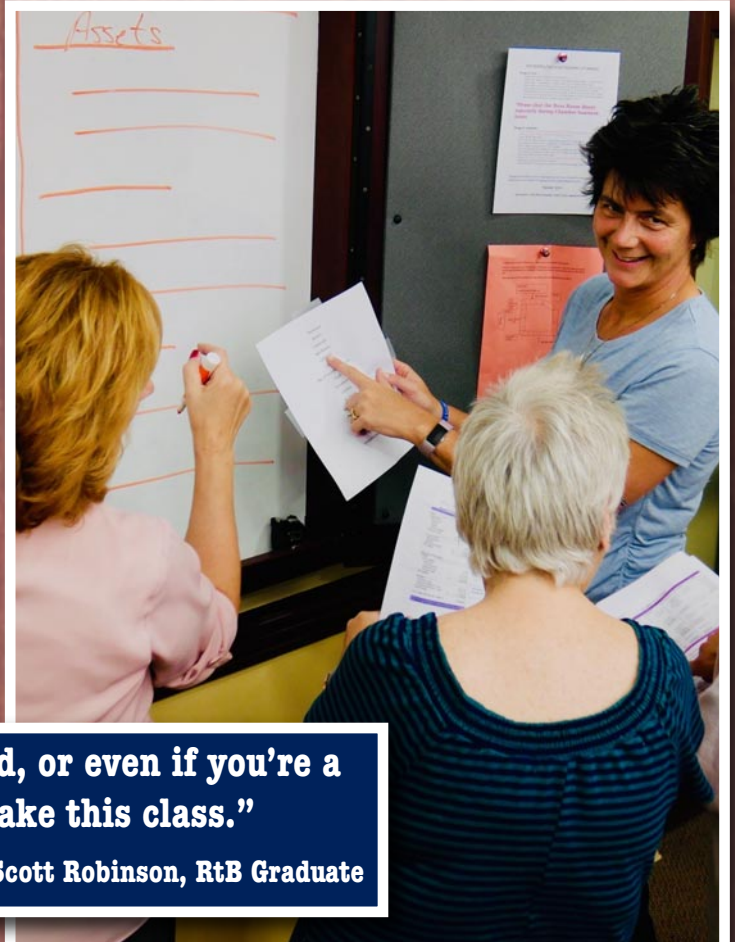
Featuring 4 focus areas:

Practice - Vision & Mission, Culture and Strategic Planning

Act - Ethics, Servant Leadership, Personal Why Statements and Serving on Committees

Apply - Financial Essentials, Fundraising, Bylaws and Meeting Protocols

Connect - Communication Protocols, Social Media Practices, Advocacy and Marketing



"If you're thinking about being on a board, or even if you're a current board member, you should take this class."

-Scott Robinson, RtB Graduate

**Spring 2020 Session
April 22, April 29, May 6 & May 13!
Contact Jeff Shaffer at
jshaffer@centralpachamber.com
or visit www.centralpachamber.com/rtb
to learn more!**

Leadercast  *live*

2020 POSITIVE DISRUPTION

Thursday, May 7

@ Bucknell University

*Reserve your seats now @
www.centralpachamber.com/events*

*To be an event sponsor, call 570-742-7341 or
e-mail jwilliams@centralpachamber.com*

Leadercast  **Central PA
Chamber**

Leadercast is dedicated to building leaders others will follow by providing solutions, events and resources for individuals, teams, organizations and corporations across all industries. Whether you need tools to lead yourself, your team or your company, Leadercast will guide you on your journey to being a leader worth following.

19th Annual "B&E" Golf Tournament

Friday, June 26

Bucknell Golf Club, Lewisburg

Master Sponsor:

TRB

T-ROSS BROTHERS

CONSTRUCTION INC.



For details/register: www.centralpachamber.com/events
For sponsorship opportunities: mporter@centralpachamber.com