

It's Your BUSINESS

www.centralpachamber.com

Volume 5, Issue 4 - April 2020

500

pg. 3

Combating COVID-19,
pgs. 3, 9 & 17

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

Unique Inspirations Limited ■ Watsonstown 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

What happened?! Well, lots actually.

To say our lives in the last few weeks have been dominated by the news surrounding COVID-19 is an understatement. Many of us have had to make drastic changes in our lives - remote work, entertaining children and washing our hands every other minute, just to name a few.

Yes, we're still there for you! As you'll see on the next page and on pages 9 and 17, we're providing resources to our members as it pertains to their livelihoods. Our mission is to be "the preferred resource center", and we intend to hold to it. If you're finding all of the information from the state and federal government overwhelming, we're doing our best to sift through it all in order to provide you with the most pertinent information to keep your business/organization going in the present and into the future. If there's something you need, don't hesitate to reach out to us. All of our e-mails are just to the left of this column.

So, what did I mean by "lots"? Well, for one, we hit a major milestone in our Chamber's 115-year history! We have reached 500 current/active members at one time. You can read about how it happened and who the 500th member was on the very next page. It is a special number to reach during a special anniversary. We've been so close to 500 for months, but it finally happened on the luckiest of days - Friday, March 13.

It's also the last day we've held a public event (three, in fact) before the novel coronavirus began to overtake many of our lives.

On the same day, we celebrated the arrival of a new line of travel trailers at Kelly RV. You can read about this special occasion on page 12.

Later in the day, the Central PA Business & Education Association held a St. Patrick's Lottery Bingo at D&S Event Center. It turned out to be a great fundraiser for "B&E". Learn more on page 14.

You'll find much more of the usual in this issue of IYB, including new member information, Member Spotlights, Members recognized and more. I think we could use more of "the usual" right about now.

Stay safe and healthy out there, and keep your good news coming!

(By the way, if you're doing something special in regard to this current pandemics, I would love to share it. Please, e-mail me.)

Enjoy the issue!



Jeff Shaffer, Editor
Communication Director

jshaffer@centralpachamber.com

It's Your Business Deadlines

May Issue

News/Ads April 17 -- Insert Flyers April 22

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:

NO PRINTED COPIES THIS MONTH DUE TO COVID-19

Country Cupboard ■ Lewisburg Borough ■ Lewisburg Hotel
Lewisburg Pharmacy ■ McCann School of Business & Technology
Mifflinburg ■ Milton
Milton Savings Bank ■ North Central Sight Services
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The Daily Item ■ The Standard-Journal ■ The Wealth Factory
Unique Inspirations Limited ■ Watsonstown Dental
Watson Inn ■ Watsonstown Dental, PC
City of Sunbury Office ■ Sunbury Revitalization ■ The Dip-In

A milestone reached

MILTON – While a bit overshadowed by the major news of the last few weeks, the Central PA Chamber of Commerce reached a new milestone in membership!

For the first time in its 115-year history, the Chamber has attained 500 current members. It happened when a paid application was received in the mail on Friday, March 13.

The Chamber warmly welcomes Falls Finds Thrift Shop, Hughesville, which is also a member of the Chamber's 499th member – Greater Hughesville Business Association.

"It is with great pride that I announced to the team of the Central PA Chamber of Commerce that we've surpassed our highest number of members in history and reached an internal goal of 500 members," said Tea Jay Aikey, President & CEO, since late 2017. "I recall in early 2011 that we had a little over 200 members total. To say now in 2020 that we have 500 is a credit to the team of individuals who serve the members of the Central PA Chamber daily. That not only includes the staff but the many volunteers who make up the board of directors and various committees.

"I truly believe staying dedicated to our Vision and Mission statements is what sets us apart and makes us the preferred resource center. 'Friday the 13th' has never been luckier for us!"

"I'll just add I'm excited to have new businesses join our organi-

zation that recognize the economic impact the Central PA Chamber provides," said Ron Mackley, of iHeartMedia – Williamsport/Shamokin, who serves as the Chamber's 1st Vice Chair and Chairman of the Engagement Team.

The Central PA Chamber has experienced tremendous growth in the last several years, by innovating and providing a wide variety of new programs and services that are beneficial to the area business community, as well as non-profit organizations.

One of the latest additions is the Raising the Board (RtB) program.

In 2019, RtB was introduced as a way to build the skills and confidence of current and future non-profit board members. The program was designed completely in-house by Chamber members and staff. There were 26 graduates last year.

The next set of classes are scheduled for 9 to 11 a.m. on the following Wednesdays – July 8, 15, 22 & 29 at the Central PA Chamber of Commerce, 30 Lawton Lane, Milton. Learn more by visiting www.centralpachamber.com/rtb.

You can find much more information about how the Chamber is working for you on its web site, or stop in and/or call during regular office hours (8:30 a.m. to 4:30 p.m. Monday – Friday). The number is 570-742-7341.

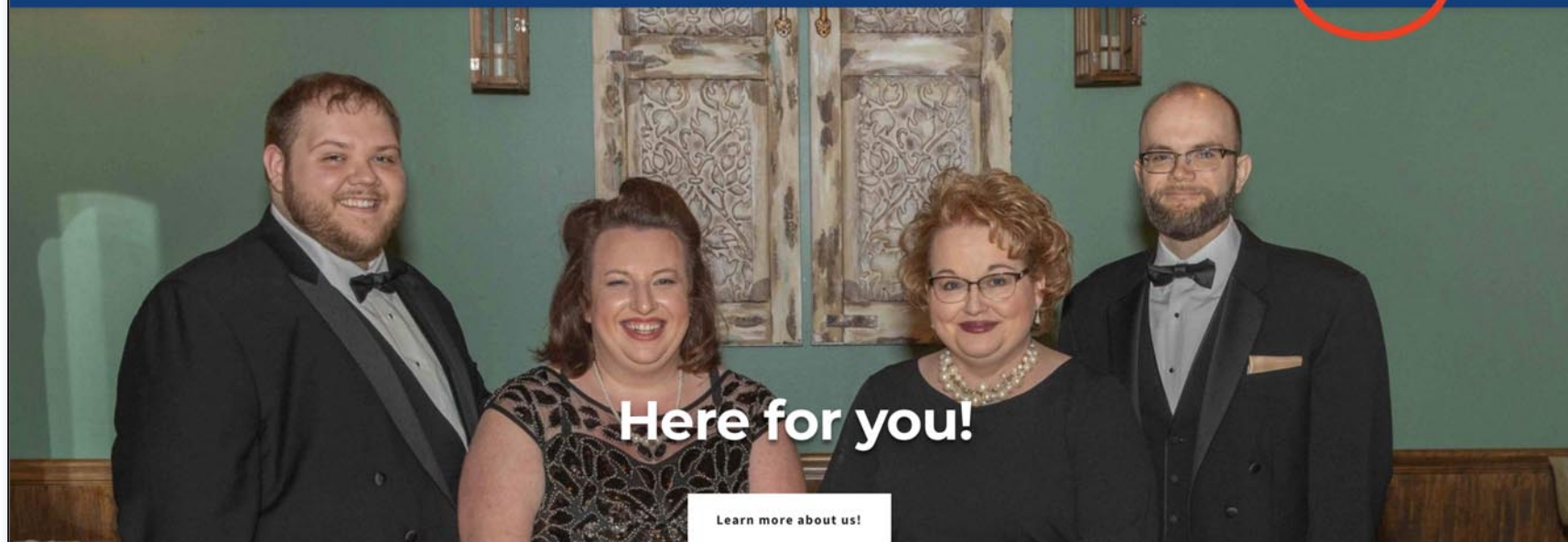


(570) 742-7341

30 Lawton Lane Milton, PA 17847

Join Now Find a Member

Home About Us Events Membership Business & Education Economic Development News Contact COVID-19



Continuing to show that the Central PA Chamber of Commerce is a vital resource center, we have dedicated a tab and page on our web site during the COVID-19 (Coronavirus) Pandemic. It includes resources for businesses, employers/employees and the general public and will remain up as long as it's needed. Click the link from the homepage or visit www.centralpachamber.com/covid-19.



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New Members

AYSO Area 13-K

19750 South Vermont Avenue., Ste. 200
Torrence, CA 90502
570-939-0678
area13kayso@gmail.com
John Dunton - Area Director
www.ayso.org

Develop and deliver quality youth soccer programs which promote a fun, family environment based on AYSO's Six Philosophies.

Cheri's House of Flowers

16 North Main Street
Hughesville, PA 17737
570-584-2181
cherishoflo@yahoo.com
Cheryl Richards - Owner
www.cherishhouseofflowerspa.com

Flower and gift shop who can offer service for events, weddings, memorials and funerals.

The Greater Hughesville Business Association

PO Box 66
Hughesville, PA 17737
570-506-7343
fallsfinds@yahoo.com
Joan Falls - President
www.hughesvillebusiness.org

A business association for the Greater Hughesville Area.

Chevrolet Cadillac of Bloomsburg

420 Central Road
Bloomsburg, PA 17815
570-784-2720
mattw@bloomsburgcc.com
Matthew Weyrauch - Owner and President
www.bloomsburgcc.com

Chevrolet Cadillac of Bloomsburg is dedicated to provide hassle-free services to its customers. We offer more than just sales. Our dealership is also equipped to provide our customers with accessories, financing options and many more things. We are family-owned since 2006 and proud of it! Come see what it's like at Chevy Cadillac of Bloomsburg.

HandUp Foundation

262 Willow Street
Milton, PA 17847
570-742-3000
president@handupfoundation.org
Douglas Diven - President
www.handupfoundation.org

HandUP is a faith-based entrepreneurial non-profit organization that offers help and hope for the Central Susquehanna Valley. We operate the HandUP Store, the HandUP Recycling Center, New Hope Ministry and Education Center, and the HandUP Assistance Programs, including the Milton Food Bank.

W&L Nissan

2039 North Susquehanna Trail
Hummels Wharf, PA 17831
570-884-1135
mike.bingaman@wandlnissan.com
Mike Bingaman - General Manager
www.wandlnissan.com

At W&L Nissan, we value our customers above all else, and it shows. From our inventory to our staff to our service center, we take pride in everything we do. First and foremost, we're proud to offer a large inventory of top quality new Nissan cars for sale. From the Nissan Altima to the Nissan Titan to the Nissan Rogue for sale in Hummels Wharf, PA we have all the popular models. And, if you're looking to buy pre-owned, we're also your local used car dealership.

Falls Finds Thrift Shop

120 North Railroad Street
Hughesville, PA 17737
570-506-7343
fallsfinds@yahoo.com
Joan Falls - Owner
www.facebook.com/fallsfindsthiftshop

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Visit
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and click on
**"Member-to-Member
Discounts"** under the
"Membership" tab.

**Want to offer a discount to fellow
Central PA Chamber members?
E-mail jshaffer@centralpachamber.com.**

Membership Renewals

(As of March 24, 2020)

Bucknell Golf Club
Central Susquehanna
Community Foundation
Clark Technology Systems
Herbert, Rowland &
Grubic, Inc.
Hoeganaes Corporation
JSC Advisers
Milton Area Athletic
Booster Club

New Enterprise Stone &
Lime Co., Inc.
Practical Business Solutions
Shaw Funeral Home, Inc.
Standard Journal
Sustainable Energy Fund
The Lewisburg Downtown
Partnership, Inc
Wilkes-Barre/Scranton
International Airport
Willow Stone Farm
WVIA Public Media



Ashley Parrish, Financial Solutions Center Manager

aparrish@fcbanking.com



(570) 524-5654

www.fcbanking.com

What makes your business unique?

Our customer-focused teams work hard every day to give our customers the best possible experience and to equip those customers with the tools and knowledge to pursue a more confident financial life. Integrity drives our decisions each day, choosing to do what is right and communicating openly and honestly. We are committed to excellence, because our customers can only succeed in their financial lives when we are pursuing excellence every day. Accountability matters. We own outcomes. We empower our people. We deliver results.

What is your Mission Statement?

Our mission as a company is to improve the financial lives of our neighbors and their businesses.

What top 3 company priorities do you focus on?

We focus on four top priorities - managing, saving, borrowing and protecting our customers' money. We do this because we know that financial confidence helps you sleep better at night.

What characteristics do you look for in employees?

We look for employees who are personable,

honest, trustworthy and dependable. We also look for employees who are customer service driven and have a passion for helping people.

What philanthropic causes does your business support?

We love supporting our local communities and the organizations that change the lives of our neighbors, from food banks to chambers of commerce. We are empowered to provide support to events and organizations in our neighborhoods as we understand the unique needs of our neighbors.

Tom & Desiree Schulz, Managers

(570) 524-4561

670 Hidden Paradise Road, Milton

www.jellystoneshangri-la.com

**What makes your business unique?**

We are known for our beautiful landscaping, clean and safe environment, friendly staff, outstanding weekend snack bar offerings and brimming camp store. We have sites available for RV and tent camping as well as cabins and lodges. We also rent our pavilions for your events.

Our activities program, with themed weekends, is jam-packed with fun for all ages! Hayrides, crafts, socials, Junior Ranger Scavenger Hunting, indoor and outdoor games, Bubble Fun, Wet 'n Wild jaunts, swimming, fishing and so much more! You can meet Yogi Bear™, Boo Boo™ and/or Cindy Bear™ for flag salutes, Hey-Hayrides, dancing, story-time, campfire events and surprise appear-

ances. New in 2020, Check out Yogi's Water Zone™, golf cart rentals, our updated Arcade Alley™ and a Bear Den made especially for our favorite trio! Oh, and do you smell mini-donuts? How about pizza?

How do you market your business?

We get our best results from social media, Internet searches and guest referrals.

What is your Mission Statement?

To be "Smarter than the average bear."™

How many people do you employ?

It varies seasonally, but anywhere from 2-32.

Advice to those who own a business?

Be the person you tell your customers you are.

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

...check my pulse.

Words to live by?

"If there is no wind, row." - Latin Proverb

What top 3 company priorities do you focus on?

- That my guests' dollars are well-spent.
- That my staff enjoys what they do.
- That my company's assets are protected.

What characteristics do you look for in employees?

Honesty, dependability, team spirit and serenity.

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What's Happening

19th Annual "B&E" Golf Tournament

Friday, June 26

Bucknell Golf Club, Lewisburg

Master Sponsor:



Registration/details @ www.centralpachamber.com/events
Sponsorship opportunities, e-mail: mporter@centralpachamber.com

When: Held immediately
before the 19th Annual
B&E Golf Tournament
Friday, June 26 @
Bucknell Golf Club

Golf

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Moscariello
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Leadercast 2020 participation cancelled

MILTON – Due to the COVID-19 Pandemic, the Central PA Chamber of Commerce has cancelled its participation in Leadercast 2020, slated for May 7.

The Central PA Chamber fully expects to return as a host site of Leadercast in 2021. The date is tentatively set for May 6, 2021. Leadercast Live, based out of Atlanta, is the largest one-day leadership conference in the world, simulcasted to groups of leaders at locations across the globe. The theme this year is "Positive Disputation." "COVID-19, however, is having a negative disruption on many Central PA Chamber members and the general public, who otherwise would love to attend Leadercast locally," said Tea Jay Aikey, Central PA Chamber President & CEO. "We decided to cancel, because we knew the alternative

of 'social distancing' for this event would not meet our expectations or that of the attendees. "We're already looking forward to Leadercast next year, when we can hopefully conduct the event as planned."

Leadercast

Central PA Chamber

of 'social distancing' for this event would not meet our expectations or that of the attendees.

"We're already looking forward to Leadercast next year, when we can hopefully conduct the event as planned."

Instead, the Central PA Chamber has put its full attention on being the preferred resource for businesses and organizations in the Central PA region and beyond.

They are still returning phone calls and e-mails, and maintaining an extensive list of resources to help businesses/organizations through the COVID-19 Pandemic on its web site, at

www.centralpachamber.com/covid-19.

"We're available remotely to continue serving the membership for whatever their needs may be. Their benefits will always be available to them, whatever they made be," Aikey said.

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



NEW DATES!

Summer 2020 Session

July 8, 15, 22 & 29!

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

PPL here to help

ALLENTOWN - PPL Electric Utilities is taking several steps to look out for its customers during these challenging times. They're working day and night to continue safely and reliably delivering electricity to customers.

Officials say they won't cut service to any customers for unpaid bills until further notice and have waived all late payment fees, effective March 16. There are several programs available to help customers who are having a hard time paying their bills, including:

- OnTrack offers a lower, fixed monthly bill and debt forgive-

ness for customers who make 150 percent of the poverty level or less.

- Operation HELP can assist customers who make 200 percent of the federal poverty level or less. Grants help pay customer heating bills, including oil or gas heat. PPL Foundation recently donated an extra \$500,000 to Operation HELP. To apply for either program, visit www.pplelectric.com/bill-help or call 1-800-342-5775.

- CARES can help customers who are experiencing a temporary hardship. Learn more or apply by calling 1-800-358-6623.

Date	Seminar	Location	Time	Cost
4/16/20	Opioids/Cannabis Workplace Drug Testing: What Should Employers Know?	Webinar	2 to 3 p.m.	Free
4/16/20	Leveraging Analytics to Survive Manufacturing's Current Economic Crisis	Webinar	2 to 3 p.m.	Free
4/28/20	Cybersecurity Maturity Model Certification (CMMC) Training	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
	<p>Have you dreamed of being your own boss for many years but don't know where to start? Do you ask questions like: "How do I turn my good idea into a successful business?"... "What kind of forms and licenses do I need?"... "Where can I find financing?"... "Where is the best place to open my business?"... "What is a business plan and how do I prepare one?"</p> <p>The first step to starting a successful new venture is to attend an SBDC The First Step Pre-Business Workshop where you will learn the answers to these questions. New classes will be scheduled soon!</p>			

Time with Tea Jay

Tough times don't last...

Inch by inch and mile by mile. Going to be hard work, and it might take a while. We're workin' together, gonna pave tomorrow's way. Stand up and join the Chamber today.

Central PA Chamber of Commerce, Central PA Chamber of Commerce.

Hour by hour and day by day, we are moving forward, yeah. we are leading the way. By working together, we can all stand tall. Be for the future, be a part of it all, yeah. Central PA Chamber of Commerce, Central PA Chamber of Commerce.



These are the lyrics to our official jingle written by the former local band Triple Dose.

I can't better explain what the Central PA Chamber does as these lyrics say it all. They also clearly explain why it is important to be a part of the Central PA Chamber. There is no better time than like what we are currently experiencing to work together, lead the way and stand tall.

Many times, we hear from folks who say they don't need the work of their Chamber, or they've reached their milestones and goals and drop their memberships. That is surely a decision to be made by each organization. I don't debate that at all.

I do, however, think that organizations such as the Central PA Chamber are much like insurance. We are there for you when you need us, and there are no questions asked as to where you've been when you didn't need us. Of course, the ROI (return on investment) is much higher if you are active in putting your member benefits to work for you. That does not mean you are required to attend meetings, events, etc. It simply means you put the benefits offered to work as intended.

Lots of uncharted territory has been brought upon everyone as of late, but we're still the preferred resource center to support your economic and business development. We're now working remotely (as of the time this is published), like many of you, but we're here for you!

My initial goal is to keep business as normal as possible and have the team work ahead as we need to be in a good sound position internally to best assist you our members during the crisis and also in the upcoming months and possibly year(s) of challenges this may undoubtedly put upon all industries and organizations with no regard to their size, ownership status, number of employees, etc. I want to be sure we are ready to assist when called upon.

Tough times don't last, but tough people do.

Tea Jay

Tea Jay Aikey
President & CEO

tjaikey@centralpachamber.com



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Breakfast Briefing



John Yogodzinski of The Graphic Hive shared a 'Ten things you didn't know about us' during the sponsored presentation of the Breakfast Briefing held in March. The Graphic Hive has been celebrating 10 years in business! Breakfast Briefings are held throughout the year at the Central PA Chamber of Commerce and include a hot breakfast, plenty of networking, and a chance to learn more about fellow businesses and organizations as well as the Chamber. The next Breakfast Briefing is tentatively slated for May 15, sponsored by the Lewisburg Downtown Partnership. Registration is available at www.centralpachamber.com/events.

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Online training available

MILTON – While a growing number of people and employees are living a shut-in lifestyle and working remotely because of the COVID-19 Pandemic, it doesn't have to limit you or your employees' ability to grow personally and professionally.

The Central PA Chamber of Commerce partners with Coggnio, an online training marketplace and Learning Management System (LMS), currently offering nearly 500 courses through its web site, www.centralpachamber.com. Click "Online Training" under the "Business & Education" tab on the homepage.

Topics include: Safety, Business, Management/Leadership, Human Resources, Personal Development, Software, Eco/Clean Tech, Health, Marketing/Sales, Transportation, Security, Social Media, Personal Finance, Academic, Legal/Law, Insurance, Real Estate, Engineering, Financial Markets and Photography.

Many courses start below \$25, and there are even some free subjects available, including: How to Achieve Your Goals, Income Statement Secrets Revealed, How to Negotiate Salary, and Social Media Sampler.

All courses are self-paced and can be taken around the clock. Some can be completed in as little as 30 minutes while others will take several hours. A majority of courses offer a "Certificate of Completion" once a course is successfully completed. In addition, several courses are available with Continuing Education Unit/Credit Courses (CEU's/CEC's).

Online training is different than a webinar, which is similar to watching a video. Online training is interactive, keeping the learner actively engaged. Most courses teach the learner through a combination of video, voiceover and PowerPoint, measuring the learner's comprehension of the course material through periodic knowledge checks.

As an employer, courses can be distributed directly to your employees via Coggnio's Learning Kiosk or LMS. Either way, employers have the ability to monitor, track and report on their employees training in real-time.

For more information, check out the FAQ link on the Central PA Chamber's main page for Online Training, www.centralpachamber.com/online-training-courses.

Guest Column

Maintaining good mental health during a crisis

So much can change in a couple of weeks! This column is being written from my home because, like many of you, my employer has asked me to work remotely.



Dr. Anthony Ragusea

Psychologists like myself are starting to be concerned about the short- and long-term impacts of the COVID-19 emergency on the mental health of the country.

We know that humans are quite well-suited to handle acute stress (defined as intense stress lasting minutes or hours), but our bodies are not well-designed to handle the chronic, severe stress that comes from things like extreme isolation or unemployment, let alone fears of serious illness or death. While our leaders are right to take extreme steps to protect the country from this virus, actions that are intended to protect physical health may also impact mental health in the form of increased rates of clinical depression, anxiety, trauma, and the effects those emotional problems have on our behavior and the toll they take on our bodies.

Our leaders bear the most responsibility for mitigating these negative effects, by providing us with accurate, timely information, clear instructions, minimizing quarantine time, and giving us the resources needed to survive during the emergency.

There are also things we all can do to try to help ourselves. Here are some tips:

1. **Everything in moderation:** consume media, but not too much! Watch the news, read the paper, monitor social media, but

be sure to focus on what trusted experts are saying, and limit the time you spend on this subject.

2. **Try to keep a sense of humor.** Do you know the term, "gallows humor?" There is humor to be found even in the darkest times, and humor is a very effective and sophisticated coping style. If social media is helping you laugh, great, if it's causing you more aggravation, turn it off.

3. **Keep your distance — together.** Make it a priority to call other people regularly or spend time outdoors with others (no touching!), if the weather permits. Isolation increases stress for most people.

4. **Take control.** There's a lot we have no control over right now, so focus instead on the things you can control. Now's a great time for spring cleaning, home cooking, home repair, video games, movies, art, and all the other things that may normally wait during the busyness of life.

5. **Do healthy things.** Eat healthy food. Get some light exercise. Sleep, but not too much. Alcohol is fine, in moderation.

6. **Ask for help.** If you are really struggling emotionally, reach out for assistance. Many mental health professionals are shifting to providing psychotherapy via videoconference, and insurance is more likely to cover it now. Our local emergency hotline for mental health-related issues is 1-800-222-9016.

And finally, stay hopeful! There will be suffering, but you will not be suffering alone. This, too, shall pass.

- Anthony Ragusea, PsyD, MSCP, ABPP, a board-certified clinical psychologist, specializes in the treatment of mental illnesses. For more information, contact Psychology of Evangelical at 570-524-6766.

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Members Recognized

Central Susquehanna Community Foundation

BERWICK - The Central Susquehanna Community Foundation (CSCF) recently welcomed two new board members to the CSCF Board of Directors.

Julie Eriksson is a graduate of Middleburg High School and York College of Pennsylvania. She has a Bachelor of Science degree in Business Management with a concentration in Human Resource Management, and she is a graduate of the Dale Carnegie and the Leadership Susquehanna Valley program. Eriksson is part-owner of Kreamer Feed, Inc., where she has served as the corporate secretary/treasurer since 2003. Her past career experiences include work in human resources, sales and marketing positions. Along with her work for Kreamer Feed, Julie enjoys giving back to the community. She has served on many local boards. Julie lives with her husband, Daniel, and son, Kristian, in Kreamer. Michael Goresh is a graduate of Mount Aloysius College and the Pittsburgh Institute of Mortuary Science. He was awarded his diploma in Mortuary Sciences in 1986, passed the National Board Exam of Funeral Directors, and received his State Board license in 1988. Prior to his move to Berwick in 1994, when he became the president and supervisor of the Berwick branch of Mayo Funeral Home, Inc., Michael was employed at several funeral homes in the Richland, PA and Pittsburgh areas. Aside from serving the Berwick community as a funeral director, local organizations also hold Michael's interests. Michael lives in Berwick with his wife, Rosemary. They have two daughters.



Michael Goresh

Julie Eriksson

Herbert, Rowland & Grubic (HRG)

LEWISBURG - Matthew Vanaskie has joined the civil group at Herbert, Rowland & Grubic, Inc. as a senior project manager in the Lewisburg office. He has 15 years of experience in water resource management, which includes watershed planning, NPDES permitting, MS4 compliance, and the design of water, sewer, and stormwater systems. He also assists communities with capital planning and budgeting. Vanaskie is a licensed professional engineer and has presented at industry conferences for the Pennsylvania Water Environment Association and the Water Environment Federation. "We're very excited to have Matt on our team," HRG assistant vice president Erin Threet said. "We already have a strong team of experts in the land development and water/wastewater sectors in this office, and we have always had a deep bench of water quality experts throughout the organization. With Matt on board, we have a senior water quality expert here in Lewisburg to enhance our service offerings to local clients in the surrounding communities."

In other news, HRG is pleased to announce Matt Moore is rejoining the firm as a senior professional. He will lead the firm's electrical and control design services to clients throughout the Mid-Atlantic Region.

Moore will primarily support water and wastewater utilities, but he will also provide depth and experience in supporting HRG's civil, municipal, and transportation services. He has 19 years of experience in the industry, including seven years as an electrical engineer at HRG in the early 2000s. He has a bachelor's degree in electrical engineering technology from Penn State University and



Matt Moore

a master's in business administration from Montreat College. He is a licensed professional engineer in Pennsylvania, New Jersey, Delaware and North Carolina.

Practice area leader Josh Fox said, "HRG provides a full range of services to the water and wastewater sector, from planning through design, financing and construction. Matt's extensive experience with electrical and controls engineering in this market directly enhances our capabilities. He is an extremely accomplished professional who is a leader in our market. We are extremely excited to have Matt back with us."

RiverWoods Senior Living Community

LEWISBURG – RiverWoods Senior Living Community resident Betty Reed celebrated her 100th birthday on Sunday, March 29.

While RiverWoods Senior Living Community has suspended visitation across all levels of living at its campus, as required by the Centers for Medicare and Medicaid Services (CMS), nurses and staff celebrated with Betty.

Betty was widowed at a young age, after having three children. She went to Kent State University to pursue a teaching degree and became a math teacher after graduation. Betty taught math at Fairless High School in Ohio for approximately 15-20 years. Betty moved to RiverWoods in April of 2019. Betty's children planned a party for her 100th birthday, but the party had to be cancelled due to restrictions in place to prevent coronavirus. They said Betty is a very positive person who enjoys sipping on tea and watching sports on television. Betty also enjoyed traveling for many years and loves playing Bridge and reading.



Betty Reed

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\$2.7 million in grant funding has been secured to revamp Marsh Road in the Milton Industrial Park to serve as a new access road for truck traffic.

Funding secured for new access road

MILTON – SEDA-Council of Governments (SEDA-COG) helped Milton Borough secure nearly \$2.7 million in state and federal grant funding to construct Marsh Road to improve access to five developable lots in the Milton Industrial Park. SEDA-COG assisted the borough with the submission of the grant applications to the federal Appalachian Regional Commission (ARC) and the Commonwealth of Pennsylvania.

This new construction will allow The Patton Logistics Group to construct an \$8 million, 143,000 sq. ft. distribution center and a \$7 million, 130,000 sq. ft., industrial facility. The development is expected to create at least 60 permanent full-time jobs. Additionally, 30 existing companies within the industrial park will continue to use the road network, and this new project will allow those companies to have easier access to Interstate 80.

In addition to the grant funds, Milton Borough contributed \$31,000 to the project and if necessary, the borough is committed to providing additional project funds. Current Borough Manager, Jessie Novinger, and former Borough Manager, Chuck Beck, were thrilled to learn of the grant awards. "Milton Borough has supported this project since its inception," Novinger said. "We expect that this project will greatly improve the traffic flow within the Industrial Park and alleviate trucks

and personal vehicles traveling through a high-density neighborhood and school zone."

State Sen. John Gordner and state Rep. Lynda Schlegel Culver advocated for over \$2 million in state funding from the Commonwealth of Pennsylvania's Multimodal Transportation Fund for this project. "Representative Lynda Schlegel Culver and I have been supporting this project because this area is seeing substantial economic development interest due to its proximity to the Central Susquehanna Valley Thruway, which is the missing link in this heavily traveled highway system connecting the Maryland border to the New York State line," Sen. Gordner said.

Congressman Fred Keller supported the federal grant application submitted to ARC. In late January, ARC awarded Milton Borough \$697,659 to assist with the construction. "I thank the Appalachian Regional Commission for awarding this Local Access Road grant to Milton Borough for this important project that will bring welcomed investment and business expansion to the Milton area," Congressman Keller said.

The Central PA Chamber of Commerce and its Milton Area Industrial Development Association is also thrilled to see the funding come in for Marsh Road having supported the project from the beginning.

Chamber Blood Drive



Thank you to Keith Fetzer (father of Jordan Fetzer of DogWatch of East Central PA and Brookpark Pet Supply and Tara Sheesley of Sheesley Insurance) and the other 18 donors who turned out for our American Red Cross Blood Drive on Friday, March 6. There is a growing need for blood donations, especially during this COVID-19 epidemic. Blood drives are occurring in the area. If you are healthy and able, visit www.redcrossblood.org to schedule a time to donate.

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Ribbon Cuttings



Congratulations to our friends at the First Commonwealth Bank in the plaza near the Lewisburg Weis! We helped them celebrate the new location at 7125 West Branch Highway (Route 15) March 5 with a ribbon cutting ceremony. It was followed by an open house with lots of networking and refreshments. Learn more at www.fcbanking.com. Surrounded by staff and supporters, Ashley Parrish, Financial Solutions Center Manager, prepares to cut the ribbon. From left, are: Joel Harris, The Salvation Army - Milton and Central PA Chamber Board Member; Dan Morrow, Market Leader; Jean Rupert, Financial Solutions Specialist; Parrish; Angie Kizer, Financial Solutions Specialist; Briann Hamm, Financial Solutions Specialist; Scott Frost, Financial Advisor; state Rep. David H. Rowe; and Amiee Snyder, District Representative for Congressman Fred Keller. Find more pictures on the Central PA Chamber Facebook page!

Congratulations to our friends at Kelly RV! On March 13, we visited them to help celebrate the addition of the Gulf Stream Coach line of travel trailers! Kelly RV is located at 60 Old US Route 15 in West Milton. They are a third generation family business and will treat you right. Visit www.kellyrvinc.com.

The team of Kelly RV Inc and supporters gather around a 'campfire' for the 'ribbon cutting' photo opportunity. Sitting, from left, are: Steve Ranck, owner; Tea Jay Aikey, Central PA Chamber President & CEO; Ben Ranck, Marketing Director; and Tim Dennig, National Sales Manager for Gulf Stream Coach. Back: Penny Dyer, Marketing Consultant with 7 Mountains Media; Alison Hall, The UPS Store, Lewisburg; Kim Ranck, owner; Susan Dinsmore, Kelly RV; Dez and Tom Schulz, Yogi at Shangri-La; Karen Cote, 7 Mountains Media; and Nick Aucker, Keller Marine. Find more pictures on the Central PA Chamber Facebook page!



Evan gala and auction raises \$113K

LEWISBURG— Evangelical Community Hospital's signature celebration, the Evangelical Charity Gala and Auction, was held on March 7, and raised \$113,000 during the A Midsummer Night's Dream-themed event.

Proceeds from this year's gala, including ticket sales, auctions, and donations, will support Evangelical's largest construction project in the Hospital's history – PRIME (Patient Room Improvement, Modernization, and Enhancement). The funds will also go to support current community care programs including The Thyra M. Humphreys Center for Breast Health, Hospice of Evangelical, The Family Place, Community Health and Wellness, and charity care.

The gala, held at the Elaine Langone Center at Bucknell University, saw 339 attendees in their finest attire enjoying the evening of silent auction, dinner, and dancing.

"Months of planning was all worth the effort after seeing the number of guests who came out to support Evangelical Community Hospital," said Patricia Case, Gala co-chair. "Our community deserves the finest of health-care options and this event contributes to that by supporting valuable programs available at the Hospital as well as future options."

A silent auction of health and wellness packages, accessories, items for the home, memorabilia, and fun experiences and trips was open to the public and brought in \$20,973 for the final fundraising total. A pre-event raffle for a London getaway was held in the months before the Gala. Ryan Graver of Lewisburg was the holder of the winning ticket and walked away with a



This year's Evangelical Charity Gala and Auction Committee Co-Chairs were Brandy Kift and Patricia Case.

four-night stay for two at an upscale London hotel. The raffle alone raised \$7,100 for the event.

Photos from the event are shared on Evangelical Community Hospital's Facebook page and at www.evanhospital.com.



Mifflinburg's Bethany 'Buffy' Girton Umholtz kicked off the 31st Annual Pennsylvania Cystic Fibrosis, Inc. (PACFI) Chili Cookoff & Auction by singing her signature song, 'Wind Beneath My Wings'.

PACFI tops \$43K

MIFFLINBURG - At the 31st Annual Pennsylvania Cystic Fibrosis, Inc. (PACFI) Chili Cookoff & Auction, auctioneer Clint Rockey and announcer Troy Berheiser from K&S music teamed up to spur the crowd into bidding on 149 items to generate a total of over \$43,000 for the organization.

"We always appreciate the support we get from our top business sponsors, our many other generous businesses, our volunteers, and of course the crowd of bidders that makes this a special event every year," PACFI President Logan Roush said. "The staff of the Scarlet D are always a great team plus our local event coordinators, Gretchen Powell and Jim Emery and their band of volunteers spend months trying to get more and different prizes from all over Pennsylvania and even other states. Our major sponsor, Budweiser (E.H. Kleckners's), always donates a ton of items in addition to making our advertising banners."

The highest bid items were a .270 Remington with a maple stock that went for \$3,700 and a Backyard Bash with music by Fully Loaded sold for \$3,100. Over 100 people signed up to bid and it's estimated there were close to 200 people attending.

Hot Chili winners were Greg Martin from York who took first place, and second place went to Chef Ian Murray from the Lewisburg Hotel. Mifflinburg's Tammy Rhyne finished first in Other Chili followed by Ellie Roupp who took second.

First-place winner in the Soups & Stews category were Cathy Calenberger, first place, and Chef Freddy Amato from the Lewisburg Hotel who took second. Murray and Amato took first and second, respectively, in the Most Unique category, and Best of Show went to Mifflinburg's Donny Beaver.

PACFI is an independent, nonprofit, all volunteer 501(c)(3) organization that provides financial assistance and support for Pennsylvania individuals and families affected by Cystic Fibrosis (CF) and annually funds some of the nation's most progressive research. Funds raised from the Chili Cookoff & Auction will help individuals and families in addition to funding research.



From left, are: Kara G. Seesholtz, SCF chief advancement officer; Conaley Visneski, event speaker; Holly Morrison, D.Ed., CSCF president and CEO; and Tim Apple, CSCF board chair. They are pictured at The Barn at Frosty Valley in Danville during the recent CSCF Annual Meeting. For more information and to see the 2019 Annual Report, visit csgiving.org or call the Foundation at 1-866-454-6692.

CSCF holds Annual Meeting

BERWICK - The Central Susquehanna Community Foundation hosted its Annual Meeting at The Barn at Frosty Valley in Danville on March 4.

The event was a powerful time of reflection and celebration for another year of community philanthropy and partnerships with generous donors and organizations in the community. Under the theme "Let the Stories Continue," the Foundation focused on the philanthropic spirit of the local community and how each person has a story of community giving that matters.

Holly Morrison, D.Ed., Central Susquehanna Community Foun-

ation president and CEO, first shared highlights from the past year, including a 22.1 percent annual rate of return for 2019, the highest in the Foundation's history. Twenty-five new funds were created through the Foundation in 2019, and more than \$2.9 million in gifts were received. The grants and scholarships program invested nearly \$3.3 million back into the communities served by the Foundation. After these highlights, guest speaker and new fundholder Conaley Visneski (Danville) spoke about her dad and the way his legacy continues in the community through the establishment of the Ennis-Visneski Fund.



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Business & Education

B&E's lottery bingo

MILTON - The Central PA Business & Education Association's St. Patrick's Lottery Bingo Fundraiser on March 13 was a great success! After expenses, B&E raised close to \$3,900, thanks to the bingo players, volunteers, sponsors and event host, D&S Event Center, 5170 State Route 405, Milton.

Game sponsors included: D&S Event Center, Keystone Power Washers, Nailed It Business Services, Susquehanna Fire Equipment Company, The Squeeze-In, The Coup Agency, The Wealth Factory, Weaver Wireless Consultants and Welch Performance Consulting. There were approximately 60 bingo players in attendance.



From top, moving clockwise: Tom Schulz of Yogi at Shangri-La holds up one of his two winnings; Sandy Miller of the D&S Event Center calls the bingo numbers pulled from the machine; around 60 people attended the bingo to support B&E; from left, Rob Jones of The Milton Public Library volunteered at the event, and he is accompanied by Jordan Fetzer of Brookpark Park Supply and Dogwatch of East Central PA, Mike Wagner of Trutt's Pharmacy and Tea Jay Aikey, President & CEO of the Central PA Chamber; former Chamber Board Chairperson Lisa McManus and her daughter, Leslie Kate McManus (also Education Coordinator Michael Porter's future wife); and at right, Wendy Weaver of Weaver Wireless Consultants and her daughter, Taylor Weaver.



THANK YOU!

FOR SUPPORTING

RAISE THE REGION

MILTON - The Central PA Business & Education Association, which raised \$494 during Raise the Region in March, wants to thank everyone that donated during the campaign, including: Tea Jay Aikey, Steve Beatie, Lennea Brown, Linda Brown, Rob Jones, Eric McDowell, Todd Ross, Ellen Ruby, The UPS Store, and two anonymous donors.

The First Community Foundation Partnership of Pennsylvania (FCFP) in collaboration with Blaise Alexander Family Dealerships, hosted the 30-hour online event to help non-profits in Columbia, Lycoming, Montour, Northumberland, Snyder and Union counties. In all, \$1,429,572 was raised to support 284 organizations.

"...Even as events were cancelling across the country and widespread reports of supply shortages bombarded newsfeeds, the donations kept coming," said Jennifer D. Wilson, FCFP President & CEO. "This program's success must be attributed to the leadership of its sponsors, the diligent work of area non-profits and the spirit of generosity across the region."

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Michael's Minutes

Thank you for the support



The Central PA Business & Education Association has been very blessed to have such great support by its members and community in March!

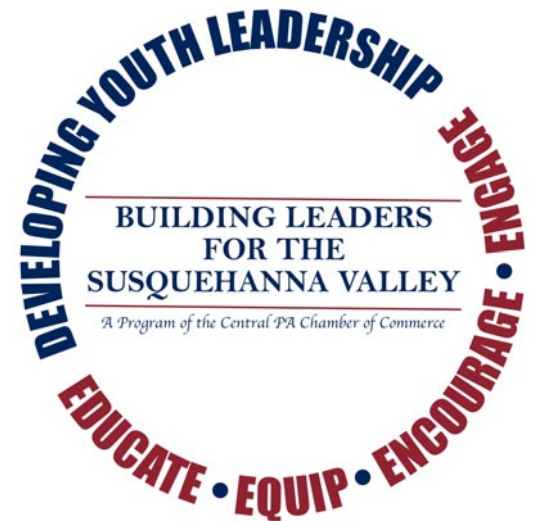
Through the support of many of you, we were able to have an incredible St. Patrick's Lottery Bingo Fundraiser on Friday, March 13. We had 58 bingo players at our event and raised close to \$3,900. Games were sponsored by Central PA Chamber members, including: D&S Event Center, Keystone Power Washers, Nailed It Business Services, Susquehanna Fire Equipment Company, The Squeeze-In, The Coup Agency, The Wealth Factory, Weaver Wireless Consultants, and Welch Performance Consulting. We want to extend our greatest thanks to our sponsors and our host, D&S Event Center.

This event, along with the Raise the Region event last month, provide funding to help our students gain exposure to the types of businesses and industry available in our region through our Career Fairs, Job Shadowing and the Building Leaders for the Susquehanna Valley (BLSV) program. All of these events need volunteers, opportunities and sponsorships to make them successful, and we would love to see you help with these programs in This month, we will be having 31 students graduate from our Building Leaders for the Susquehanna Valley (BLSV) program. These students are from 12 different school districts and have

learned many skills to help them develop into the future leaders of our region. They have learned everything from the importance networking and teamwork to how to build their own business and run a local government meeting.

Please, help us in congratulating these students!

Thank you for all of your support now and in the future!



Michael

Michael Porter
Education Coordinator

mporter@centralpachamber.com



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Jessica's Jottings

Make the most of it

Welcome to April! Hopefully, this month is when our society can start to get back to its normalcy. If we are still in a battle to get back, then I would like to remind everyone of a few things to do to stay strong and healthy!

First, arm yourself with the facts not myths about COVID-19 and how you should be protecting yourself. Although we use Facebook as a means to stay connected, it is not always the reliable source of accurate information. Go straight to the sources, such as the Center for Disease Control (CDC) or your state's web site to learn the correct information about this situation. Do you need help finding these sources? The Central PA Chamber of Commerce has a dedicated tab on its web site, which will get you to the right sources, and it provides up-to-date information valuable to businesses, employees and the general public. Second, if you have not already started budgeting, now is the time! Many families are in the situation where one or two adults are now out of work. Now is the time for you to write down what is essential in your households and what is not. Remember, you do not need the name brand items to survive as other brands will suffice and will help you stretch your budget as well. Since it is spring, think of this break as the perfect time to spring clean your financials. Take a look at subscriptions, memberships, etc. that you may be paying for and ask if it is necessary or even being used. I recently did this and found a few things that I was paying for that I have not used in months. I saved myself around \$100!

And third, stay healthy! This means physically, mentally and emotionally. Since you most likely can't go to the gym, take a walk or a hike. Here in Central PA, we have tons of hiking trails and roads. So, take a drive to get to them or just step right outside your front door and start walking! Remember to take time for yourself as well. We are not used to spending every moment with our kids or significant others so make some "me time". There is nothing wrong with this and no one should feel shame for doing it. It is very normal to have multiple emotions during this time. What we need to focus on is how we handle these emotions. Take the time to breath and think before you react.

Don't forget that people all around the world are going through this situation. It's not just you! Take this time to reconnect with your family and yourself. We will get through this and come out stronger than before.

And remember, the Central PA Chamber of Commerce is here to help when you need us!



Jessica

Jessica Williams
Finance & Membership Director
jwilliams@centralpachamber.com



Cindy Potoeski, owner of Decal Dynasty, stands next to The President's Club wall at the Central PA Chamber of Commerce, which she updated in February for the 2020 year. Having your business or organization's logo on the wall is just one of many perks for being a members of The President's Club. Learn more at www.centralpachamber.com/membership/presidents-club.



Susquehanna Community Bank recently donated \$2,500 to the Greater Susquehanna Valley YMCA through the Educational Improvement Tax Credit (EITC) Program. This donation will go towards their Pre-Kindergarten program at their Milton location. At right, Kate Troxell, Treasury Management Associate for SCB, presented a check to Jody Reuss, YMCA Director of Child Care (left); Ron Marshall, YMCA Milton Branch Executive Director; and Julie Bieber, Milton YMCA Pre-K Teacher.

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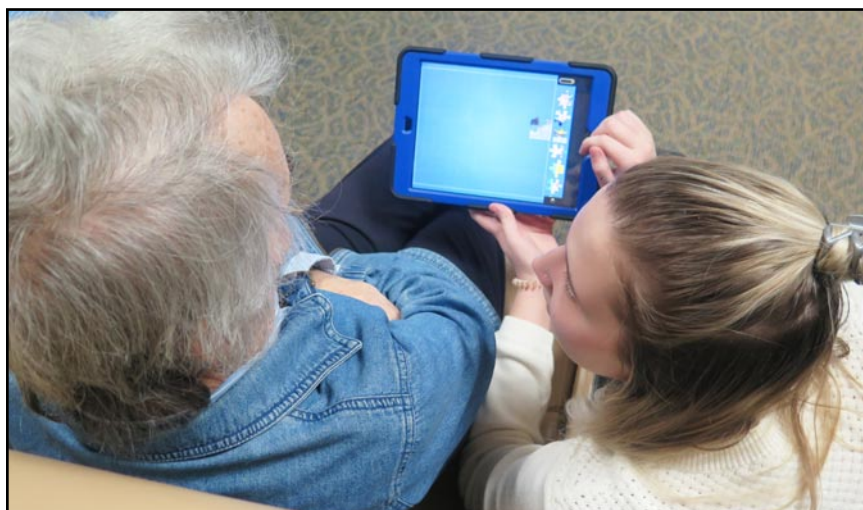
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Activities Assistant Cydney Rice and a Memory Care resident putting a puzzle together using the new iPad.

iPad for memory care

LEWISBURG - RiverWoods Senior Living Community recently received a grant to purchase an iPad tablet to use in their Memory Care Residence. River Valley Senior Providers Group awarded RiverWoods a \$400 Community Impact Grant to purchase the iPad for musical therapy purposes.

Nicolle Steiner, Director of Activities at RiverWoods, said, "Music has long been recognized as an alternative route for communicating with residents who have dementia. Music stimulates all of the brain, improving overall function of the body and mind. Music programs are often seen as a therapeutic mechanism that results in improvement in mood, awareness and quality of life for people with dementia."

The iPad is also used to offer an "Individualized Music Program" to the residents in Memory Care.

Steiner said, "While RiverWoods provides many group activities, individualized programming is also very important and often the best option for some residents with dementia. Our goal is to meet the needs of all residents in a method best suited to each resident's individual preference."

In addition to music therapy, the iPad provides other therapeutic opportunities using apps. Many instruments are available as apps and can be accessed with just a finger tap. Familiar music can be accessed to meet individual choice through music apps. Spiritual apps are also available, as well as art and other creative programs.

Guest Column

Staying connected and saving money while 'Social Distancing'

This is a crazy time in our lives. We are all changing the way we work, relax and do business more than we even realize.

At Weaver Wireless, we have been working remotely and helping businesses with setting up Zoom Accounts and how to use Google Duo on their smartphones or laptops.

We put out a video on our Facebook Page (@weaverwireless) showing people how we are helping others. We are trying to show the positives in all of this as much as we can. We are doing bill evaluations, such as saving on your TV, Internet, cable, cellphone plans, and individual apps you are paying for such as Netflix, Hulu, or Disney+. Now is a good time to be evaluating your options. You are already home, looking for ways to save money. (We are not carrier specific and will suggest what options would be best for you.)

When evaluating, ask questions of what is important to you - Local TV Channels? Local News? Evaluate how much data usage you have used over the last three months. Ask which cellular coverage is best at your home or where you travel. Ask if you have DSL or Cable Internet currently and

see which is offered at your address. New options are popping up all the time, that you may not be aware of. This could increase your speeds and or save money on your bill. How many TVs, computers, cellphones, Alexas or Google Home units you currently have? You need to make sure you have the proper router for handling the number of units demanding Wi-Fi in your home.

We can ask you these questions via e-mails, phone calls, or do a Zoom video call while we are investigating what would be best for you. We put everything you have in a format that is easy to understand, showing you what you have currently and total you spend. We can then show what options we suggest for you with cost of new options available.

If you would like to have us work on this for your home or business, please, e-mail me at wendy@weaverwireless.com to get the process started. We are offering a flat rate fee right now while this "social distancing" is in place. It may take us up to a few hours to complete the evaluation, so we would give you the estimated time of turn around when you reach out to us. Thank you! Stay safe and stay healthy!

- Wendy Weaver
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Join Us at these Upcoming Events!

All events are tentatively scheduled and may change depending on the COVID-19 situation.

CENTRAL PA CHAMBER OF COMMERCE **INSIDE JOBS**

3 p.m. Thursday, May 14
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& 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.*

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7:30 to 9 a.m. Friday, May 15 @
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CENTRAL PA CHAMBER OF COMMERCE **INSIDE JOBS**

12 p.m. Wednesday, June 3
@ Yogi at Shangri-La
670 Hidden Paradise Road, Milton

Featuring:



- Tour the property (approx. 1.5 hours)
- Lunch provided (RSVP required)

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