

# It's YOUR BUSINESS

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

Volume 5, Issue 11 - November 2020



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### Board of Directors

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<b>Lennea Brown - 2nd Vice Chair</b> RiverWoods Senior Living Community	<b>Cheryl Rheppard - Treasurer</b> USG
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<b>Todd Ross</b> T-Ross Brothers Construction	<b>Ellen Ruby</b> Lewisburg Downtown Partnership
<b>Adam Wolfe</b> Pivot Physical Therapy	<b>E. Terry Baldwin - Solicitor</b> Baldwin & Baldwin

### Staff

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<b>Jessica Williams - Finance &amp; Membership Director</b> jwilliams@centralpachamber.com

## The Inside Scoop



Now that we're just the holiday season away from the close of another year, it's often a time of reflection.

Yes, it's quite easy to look back on everything wrong with 2020, but I would challenge you to think beyond that. Like, what got you through the hard times and what did you learn from your experiences?

At the Central PA Chamber, we learned that adaption is more necessary than it was before, however, there's still room for tradition. Our cover stories are an example of this. In one instance, we celebrated our President's Club members like we always have, and in the other, a program that has been around for well over two-decades is being conducted in a new way.

As we all continue to navigate the pandemic, decisions will continue to be made on a case-by-case basis. We have found this approach - as have many members - has worked thus far.

This month in particular also reminds us that despite everything going on, there are still many things to be thankful for. President & CEO Tea Jay Aikey shares her gratefulness on page 10. You also won't be able to help but notice that events are on the rise! Members are planning and taking part in more activities than they have in the last many months. Are you in the planning stages of something or do you have news to share? If so, please, let me know.

And, you may have heard somewhere that it's election season. Well, it is for the Central PA Chamber as well! Make sure you turn to page 4 and see who your business/organization can vote for in our upcoming Board of Directors election this month. Enjoy the issue!

Jeff Shaffer, Editor  
Communication Director  
[jshaffer@centralpachamber.com](mailto:jshaffer@centralpachamber.com)



Ann Hilliard - RE/MAX Bridges  
Coldwell Banker Penn One Real Estate ■ Davis, Davis & Kaar  
Decal Dynasty ■ Evangelical Community Hospital  
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Practical Business Solutions ■ Riverwoods Senior Living Community  
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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 ■ XW Construction

*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.*

### It's Your Business Deadlines

#### December Issue

**News/Ads Nov. 13 -- Flyer Inserts Nov. 18**

*Interested in advertising in this publication?*  
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#### Sunbury

City of Sunbury Office ■ Eclipse Craft Brewing

#### Watsontown

Watson Inn



# A day out

SUNBURY – Between good company and a warm-weather fall day, it was a nice day for an outing for members of the Central PA Chamber's President's Club.

The President's Club (TPC) is an exclusive sponsorship program created to prominently recognize companies that contribute to the Central PA Chamber over and above their annual membership investment. There are a number of benefits, one including the annual luncheon at a member location, which was held on Oct. 21 at Whispering Oaks Vineyard, Sunbury.

Several of the TPC member businesses and organizations were represented, and all took full advantage of the opportunity to network and catch up. For most, it was their first time at Whispering Oaks, and it probably won't be their last.

The luncheon included a catered meal, followed by Chamber up-

See "**Luncheon**" (on page 11)



The Central PA Chamber's President's Club members were treated to a catered lunch, tour, wine tasting and more on Oct. 21 at Whispering Oaks Vineyard. It's one of the many perks of being a part of the exclusive club.



Ryan Bonney of Whispering Oaks Vineyard explains the wine making process to The President's Club Luncheon guests on Oct. 21 at the winery near Sunbury. On the cover: The attendees of luncheon surrounding Central PA Chamber President & CEO Tea Jay Aikey. In front, from left: Lise Barrick and Martha Barrick, Coldwell Banker Penn One Real Estate; Tea Jay Aikey, Central PA Chamber President & CEO; Cindy Potoeski, Decal Dynasty Wraps and Graphics; Tracie Witter, PPL Electric Utilities; and Ginny Forbes, Jersey Shore State Bank. Back: Lennea Brown, RiverWoods Senior Living Community and the Chamber's 2nd Vice Chair; Chris Pinchak, Heaven's Best Carpet Cleaning and Chamber Board Member; Al Quimby, PenTeleData; Kevin Sensenig and Kim Pheasant, Interaction Dynamics Group; Sam Haulman, Service Electric Cablevision/SECV8; Andrew Hertzler, XW Construction; Brad Lawton, Lawton Insurance Agency; Glen Folio, i3 Point-of-Sale; Cory Lehman, North Central Sight Services; Ron Mackley, iHeartMedia and 1st Vice Chair; Keith Foust, Susquehanna Fire Equipment Company; Cheryl Rheppard, USG and Board Treasurer; and Lin Davis, Davis, Davis & Kaar. This photo and cover photo by Brett Hosterman of Hosterman Photography & Design.



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# CENTRAL PA Election 2020

CHAMBER OF COMMERCE

The following individuals have been nominated to serve a three-year term on the Central PA Chamber of Commerce's Board of Directors starting January 2021. One ballot will be e-mailed to each member business' primary contact (via Constant Contact) on Nov. 13, 2020. Ballots will be accepted until close of business on Nov. 21, 2020. Please, select no more than five candidates on the e-mailed ballot.

## Lennea Brown (2nd term)

*Executive Director*

**RiverWoods Senior Living Community**

## Skyler Herb

*Manager*

**Bear Rental**

## Alison Hall (2nd term)

*Owner*

**The UPS Store, Lewisburg**

## Brad Lawton

*President*

**Lawton Insurance Agency**

## Chenelle Harriman

*General Manager*

**Nature's Medicines, Selinsgrove**

## Ashley Parrish

*Financial Solutions Center Manager*

**First Commonwealth Bank, Lewisburg**

Learn more about the candidates at <https://centralpachamber.com/board-of-directors-election-2020/>

## New Members

### A&A Construction and Services

15 South Front Street

Milton, PA 17847

570-204-9239

[adam@aaconstructionandservices.com](mailto:adam@aaconstructionandservices.com)

Adam Wagner - Co-owner

<http://www.aaconstructionandservices.com>

We're a locally owned and operated construction company. We value honesty and integrity. We're competitively priced, free estimates, insured and licensed. We look forward to building lasting relationships and guarantee your satisfaction.

### Edward Jones - Shamokin Dam

30 Baldwin Blvd.

Shamokin Dam, PA 17876

570-743-7090

[d.myers@edwardjones.com](mailto:d.myers@edwardjones.com)

Dan Myers - Financial Advisor

<https://edwardjones.com/d-myers>

Edward Jones is an investment firm that believes your financial goals deserve a face-to-face conversation. I can help you strategically prepare for retirement, develop wealth strategies while in retirement, plan for the unexpected with life insurance, and be a smart long term investor. I work with individuals and local businesses to provide retirement plans.

See "New Members" (on page 8)

## Membership Renewals

(As of Oct. 19, 2020)

Alex Haines  
Corrections Consultants  
Independent Order of Odd  
Fellows Lodge # 96  
Jordanna Adams Clothing  
Boutique  
MePush - Bloomsburg  
MePush - Lewisburg  
Mifflinburg Bank & Trust  
Company - Downtown  
Lewisburg

Mifflinburg Bank & Trust  
Company - Lewisburg  
Mifflinburg Hotel /  
Scarlet D Tavern  
Planet Fitness Lewisburg  
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Northumberland, PA 17857

570-473-8888

**RE/MAX**

BRIDGES

210 Main St.  
Watson, PA 17777

570-538-2582





Chenelle Harriman, General Manager

chenelleh@naturesmedicines.com



(570) 971-8093

1420 N. Susquehanna Trail, Selinsgrove

**What makes your business unique?**

We are a cannabis-based company. We have assisted thousands of patients with the medicinal marijuana.

**How do you market your business?**

We are very limited with marketing due to the Department of Health. We do have community outreaches being planned right now, and we also send e-mails and text messages to patients daily.

**What is your Mission Statement?**

As true believers in the restorative powers of cannabis, our mission is to turn you into a believer, too. Whether you are new to the

wonders of cannabis, or a longtime connoisseur, Nature's Medicines is here to guide you. Our number one goal is to inspire you on your personal self-care journey as well as educate you along the way.

**How many people do you employ?**

We currently have 22 full-time employees and 3 part-time employees.

**Advice to those who own a business?**

One of the biggest things I have found owning or running a business is you need to do something you are passionate about. It can't be about the money or the name tag you wear, but really about the people. I also find

being passionate about your job/business helps you get out of bed every morning.

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

Can be found at the barn. I find peace and serenity there watching all the animals we have.

**Words to live by?**

One of my most favorite quotes - "Your future is written in pencil not pen!"

**What are the characteristics you look for in employees?**

Enthusiasm, personality and integrity.

Tina Welch, Founder/Principal Consultant tina.welch@welchperformanceconsulting.com

(814)574-7082

www.welchperformanceconsulting.com

**What makes your business unique?**

We take a customized approach to all things HR! We consider the employer's vision, mission, values, and culture when assessing how to address their most important talent development needs.

**How do you market your business?**

Much of our marketing is done through referrals and by providing high-quality workshops on various leadership, HR and management issues to business leaders throughout our region. Partnering with the Central PA Chamber to sponsor and attend events such as these helps us facilitate these efforts and increase awareness of the services we provide.

**What is your Mission Statement?**

We help make great workplaces! It is through our efforts to understand a client's goals that we help them achieve success through their greatest asset - their people! Providing a great workplace motivates people to take great care of customers, products and services, which ultimately builds a company's success.

**Advice to those who own a business?**

Find what you are passionate about and focus on helping others through that passion.

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

Try to fit as many of the following in as I can - flying an airplane, cook, garden, exercise,

and do something fun with my four boys and hubby, Steve.

**Words to live by?**

Everything happens for a reason – learn from it!

**What are the top 3 company priorities you focus on?**

Being helpful, building trust, focus on the success of others.

**What philanthropic causes does your business support?**

A variety of children and youth efforts; entrepreneurship, HR and business community support; mentorship and development programs for women in business and aviation.

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# What's Happening



Rep. Lynda Schlegel Culver   Rep. David Rowe   Sen. John Gordner   Congressman Fred Keller

## Invite you to a Drive-Thru VETERANS Appreciation Event



### Monday, Nov. 9

### 9:30 – 11:30 a.m.

Rear Parking Lot of Susquehanna Valley Mall

During the event, participants will drive a predetermined route lined with local organizations and businesses displaying signs of gratitude. The route will end with recognition and expressions of appreciation from our elected officials and our sponsors, the Susquehanna Valley Mall and Sunbury Broadcasting.



Please register online at [www.RepCulver.com](http://www.RepCulver.com) under the Events tab.  
For more information call Rep. Culver's office at 570-286-5885; Toll-Free: 800-924-9060 or Rep. Rowe's office at 570-966-0052.

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November 12, 2020 at 6:00pm



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**Giving Closet**

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**New and unused personal care and food items including:**

- toothpaste
- deodorant
- soap
- tissues
- diapers
- non-perishable food items

The Giving Closet is open for any RiverWoods staff member in need. Donations can be dropped off at the Adams Center reception desk. Clothing or furniture items will not be accepted.

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Date	Event	Location	Time	Cost
11/4/20	Ensure Business Continuity Through Fast and Secure Remote Access	Webinar	2 to 3 p.m.	Free
11/5/20	Leveraging Virtual Technology to Accelerate Manufacturing Safety & Production	Webinar	2 to 3 p.m.	Free
11/10/20	DFARS Interim Rule	Zoom	10 to 11 a.m.	Free

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 Manager, Training & Outreach  
 570-329-3200 ext 8085  
[www.imcpa.com/events](http://www.imcpa.com/events)

**S B D C**  
 PENNSYLVANIA  
**Small Business Development Center**  
**Bucknell University**  
 570-577-1249  
[www.bucknell.edu/sbdc](http://www.bucknell.edu/sbdc)

Date	Event	Location	Time	Cost
11/11/20	1 Million Cups Susquehanna Valley Entrepreneurship Event	Online	9 a.m. to 11 a.m.	Free
11/17/20	Business Startup Basics Webinar	Webinar	10 a.m. to 12 p.m.	Free

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?"  
 Start with the Bucknell SBDC!



**"Members Recognized"** (from page 4)**Susquehanna Computer Innovations, Inc.**

280 Kane Street, Suite 1

South Williamsport, PA 17702

570-323-0089

tim.heitzman@sciatwork.com

**Tim Heitzman - Owner/Senior Network Engineer**<https://sciatwork.com>

Susquehanna Computer Innovations, Inc. is a regional technology service provider that has been successfully serving the small business, government and public safety communities of Pennsylvania for over 20 years. When you are searching for complete computer and network solutions, SCI is your top statewide source. Our personalized, consultative approach to sales and engineering helps to identify and accommodate your requirements to better fulfill your changing technology needs at a competitive price. SCI's skilled and knowledgeable staff is committed to providing you with the right solutions the first-time, and we stand behind your technology investments with outstanding and ongoing support.

**Veterans Multi-Service Center**

8 North Grove Street, Suite 2

Lock Haven, PA 17745

844-226-0368

jennifer.royer@vmcenter.org

**Jennifer Royer - Outreach Specialist**<https://vmcenter.org>

Since 1980, the Veterans Multi-Service Center (VMC) has been advancing the cause of Veterans, advocating at all levels on their behalf, giving voice to their concerns, bringing attention to and action on their earned benefits and a just resolve to their needs. The VMC has expanded to serve 13 counties in Central PA: Potter, Tioga, Cameron, Clinton, Lycoming, Centre, Union, Northumberland, Mifflin, Snyder, Juniata, Fulton and Franklin. We provide supportive services to qualified individual Veterans and Veteran families who are experiencing homelessness or are at risk of becoming homeless.

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Recently, the Sholley Insurance Agency was selected by Lebanon Valley Insurance Company to receive a TW Mutual Foundation award. As a result, Sholley had the privilege of donating \$1,000 to the Mifflinburg Backpack Program, which is overseen by the Mifflinburg Ministerium. From left, Josh Troup of Sholley Insurance Agency, presents the check to Carol Grove, program manager, and Pastor Eric Reamer of Buffalo Valley Church of the Brethren. The Sholley Insurance Agency says thank you to Grove, Pastor Reamer, and all other individuals who serve within the organization, which has helped so many families in the local communities. Also, a thank you Lebanon Valley Insurance Company for the honor and opportunity.

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- Emergency Solutions Grant (ESG)
- Economic Development Administration (EDA)
- H2O & Small Water & Stream
- DCNR (C2P2)





From left, are: The Rev. Marian Anderson, Lewisburg Sunrise Rotary Club member; Karen Nicholson, club president; Cindy Walker, coordinator, Meals on Wheels and club member; and The Rev. Sue Jamison, representing Riverwoods and a club member. The Rotary Club recently made the donation from its Flags for Heroes fundraiser.

## Flags for Heroes

LEWISBURG - The Lewisburg Sunrise Rotary Club recently held its annual Flags for Heroes fundraiser, raising more than \$10,000 to benefit three non-profit community organizations. Those clubs and organizations receiving \$2,000 donations included the Eastern Union County Supplemental Food Program, Evangelical Community Hospital and RiverWoods Meals on Wheels.

The food program, located at the First Baptist Church in Lewisburg, provides food and other items to those in need.

Evangelical Community Hospital is a non-profit organization that offers inpatient services, and access to a network of specialty services including orthopaedics, surgical care, diabetes care, wound and hyperbaric medicine, pain medicine, physical therapy, a breast health center, urgent and primary care.

RiverWoods Meals on Wheels prepares hot, nutritious meals daily that are delivered by volunteers through the Lewisburg and Milton areas, Monday through Friday.

Learn more at [www.lewisburgsunriserotarypa.com](http://www.lewisburgsunriserotarypa.com) and on Facebook.



At the Eastern Union County Food Bank, from left, are: Karen Nicholson, club president; Cindy Farmer, director of the food bank; and Pamela Burns, club member.

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# Time with Tea Jay

## Thankful through the challenges

November is upon us. It's time for thanks, and wow, do I have so very much to be thankful for, and I'm sure you do, too!

I know it is really easy to instantly think about all the challenges 2020 has brought this far. However, I guarantee if you stop a moment and think, you will realize it taught us all many lessons in the challenges we faced, which will be with us long after the pandemic. Last month, I wrote about sustainability in reference to working on the 2021 budgets for the Central PA Chamber's entities. As I write this column, I am still trying to complete those budgets and amongst the struggle of change - in how we do things and uncertainty of what those changes will look like in the months ahead - I am forced to think outside of the typical processes. This is challenging and dreadful no doubt; but what a great growing experience.

I have a "fortune" from a fortune cookie tapped to my laptop keyboard that reads "Enthusiasm is the greatest asset in the world. It beats money, power and influence."

Think about that. I know I have the enthusiasm to take 2021 by storm, and I hope you are right there with me. I also have a sign on my desktop in view at all times that reads "be a game changer", and I know the Central PA Chamber will continue to be your game changer in 2021 and beyond.

In October, I celebrated my third anniversary as your President & CEO. When I reflected back on what all we have accomplished in just three years, I am filled with certainty that we will take on and conquer all challenges and uncertainties ahead just as we've always done.

In the months ahead, we will be introducing our new Board of Directors (don't forget to vote). And, I will be conducting a needs assessment of the membership. Things will be changing here, but don't fear the change. Rather, adapt and realize we must change as we grow and continue to adhere to our Vision and Mission statements just like we have since 1905.

You have my assurance that the team and I will continue to serve, protect and promote you as our members. We will expand in our abilities to be your information, issue and marketing center as we offer you business solutions and hands-on assistance.

I'll leave you with this teaser. We have some new initiatives in the works already for 2021 to showcase you and our region. I personally think 2021 is going to be our best year yet!

I'll leave you with a quote by writer William Arthur Ward, "Gratitude can transform common days into thanksgivings, turn routine jobs into joy, and change ordinary opportunities into blessings."



Tea Jay Aikey  
President & CEO

[tjaikey@centralpachamber.com](mailto:tjaikey@centralpachamber.com)



At right, Tea Jay Aikey, Central PA Chamber President & CEO, presents a personal check that she wrote to cover a year's membership to the Central PA Chamber to Veterans Multi-Service Center Outreach Specialists Jennifer Royer and Michael Seitzer. At a recent Breakfast Briefing, Royer introduced herself and the organization to a room full of local business and organizational leaders. VMC provides supportive services to qualified individual veterans and veteran families who are experiencing homelessness or are at risk of becoming homeless. 'The thought of anyone, let alone those who sacrificed their lives for our freedoms, being homeless right here in our region deeply saddened me,' said Aikey. 'I am honored to have purchased a membership for them, and I am confident they will make countless connections as well as many new resources.' Visit [www.vmccenter.org](http://www.vmccenter.org).

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### "Luncheon" (from page 3)

dates and highlights from Tea Jay Aikey, President & CEO. Following was a group photo and a tour throughout the beautiful property, located along Route 61 near Sunbury.

Ryan and Tracey Bonney of Whispering Oaks played host, discussing the numerous possible uses of the facility - like weddings, receptions and banquets - and an overview of the wine-making process. It proceeded a tasting of the 20-plus wines they have available. From dry to sweet, and red to white (plus a few extra varieties), they seemingly had sometime for every kind of taste.

"We really appreciate the 'over and above' contributions made by our President's Club members," Aikey said. "It allows us to continue to go over and above with the programs and services we offer to all members as we 'Help Our Region Grow.'"

All members in good standing are eligible to be members of The President's Club. Commitments for 2021 need to be made prior to January, to ensure a full list of benefits and perks can be utilized.

This year, the Chamber is offering an "early-bird" rate of \$725 to any member that commits by Nov. 30.

The rate goes up to \$750 after that. Early commitment also guarantees as special listing in the Chamber's 2021 Directory. For more information, visit [www.central-pachamber.com/membership/presidents-club](http://www.central-pachamber.com/membership/presidents-club). Or, contact Aikey at 570-742-7341 or [tjaikey@centralpachamber.com](mailto:tjaikey@centralpachamber.com).



Starting from the top, moving clockwise: Tea Jay Aikey shares some Chamber highlights from the year with the luncheon guests (photo by Hosterman Photography & Design). It was TPC members only on Oct. 21 at Whispering Oaks. Tracey Booney provides a tour of the facility. And, networking and catching up was a full display.

# LIVE

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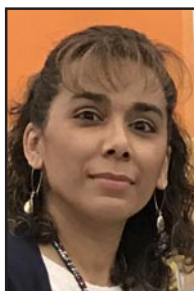
# Members Recognized

## Nailed It Business Services

SHAMOKIN DAM - Sonia Nelson was recently added to the team at Nailed It Business Services. She is a retired military spouse and experienced bookkeeper, and she desires to make a difference and honor the One who made her. Sonia strives to understand client needs and deliver quality services that help them grow.

Nailed It Business Services clients will appreciate her fun personality and her positive attitude; both of which are reflected in her favorite quote - "Do what you can, with all you have, wherever you are." Outside of work, Sonia enjoys crafting, card making, homeschooling, and spending time with her family.

"We couldn't be more excited to welcome Sonia to the team and look forward to the road ahead," said owner Tina Nail. "Nailed It Business Services is the only bookkeeping and consulting firm who specializes in the junk removal industry. We service businesses from coast to coast and are ready to help you with your financial junk."



Sonia Nelson

## Providence Engineering Corp.

LEWISBURG - Providence Engineering Corp. is pleased to announce they have relocated their North-Central Pennsylvania office to Lewisburg, and with it added a new project manager. Located at 419 Market St., in Lewisburg's historic district, Providence now offers a more convenient location for its clients in the region. They are excited to continue providing constructible, affordable and timely engineering services while also contributing to the economic vitality of the area.

Providence hired Jeremy Whitmoyer, P.E. as Project Manager. He will be based in the new Lewisburg location, working alongside Zac Kurtz, P.E. and Jim Horting, P.E. With more than 10 years of professional experience, Jeremy brings a wealth of structural design expertise to the Providence team. In his new role, Jeremy will manage projects from concept to closeout, including: surveys, estimates, structural design and construction administration services.

Established in 1992, Providence Engineering provides building design and analysis services. They engineer dependable, innovative solutions that have earned the trust of owners, architects and contractors nationwide.



Jeremy Whitmoyer

## Susquehanna Valley CASA Voices for Children

SUNBURY - Susquehanna Valley CASA Voices for Children has two Susquehanna University students serving as interns this semester. They are Lauren Burkhart, a senior, and Morgan Engler, a junior.

Burkhart will be graduating this December with a bachelor's degree in Political Science. She also has minors in Spanish and Legal Studies. Next, she plans to attend law school.

Burkhart is passionate about giving back to the community, including volunteering at a local animal shelter and is vice president of Susquehanna's Animal Club. She studied abroad last spring in Galway, Ireland, becoming well acquainted with the



Lauren Burkhart

country's landscape and culture.

Engler is working on a double major in Political Science and Legal Studies and has a minor in the honors program.

She is passionate about law and community service and is involved on campus as an RA, the mock trial teams president and judicial chair of the campus service fraternity Alpha Phi Omega. Engler plans to pursue law school after graduation.



Morgan Engler

## SEDA-Council of Governments (SEDA-COG)

LEWISBURG - SEDA-Council of Governments (SEDA-COG) welcomed a new staff member in October.

Denise Feese joined SEDA-COG's Procurement Technical Assistance Center (PTAC) as a program analyst on Oct. 5. She has experience in administrative, customer service, sales, marketing, accounting, purchasing, inventory control, and management.

Feese was a buyer at Metso in Danville from 2008 to 2016 and worked for Fabtex, Cargill, and GAF since, among other earlier positions. She attends Misericordia University in Dallas for Business Management, and earned her associate in science in Business Management from Luzerne County Community College in Nanticoke.

As a community and economic development agency, SEDA-COG enhances the quality of life and economic advantage for residents and businesses in 11 central Pennsylvania counties through its vital partnerships and initiatives. SEDA-COG also is an advocate for the interests of its communities at the state and federal levels. For more information, visit [www.seda-cog.org](http://www.seda-cog.org).



Denise Feese

## Villager Realty

LEWISBURG - Villager Realty has announced the names of its Realtors selected to be honored as Agents and Heroes of the 3rd Quarter of 2020.

"Of course production and expertise are elements in a nomination for outstanding agent, and the market is very hot right now, but this year agents need to show flexibility and adaptability, as well," said Timothy Karr, President and CEO. "I am extremely proud of the Villager team and their efforts during this most unusual year."

Jessica Herman was chosen as Agent of the Quarter in the Northumberland office, while Ray Beachy was selected for this honor in the Lewisburg office. Trish Ruth was chosen to be the Agent of the Quarter for the Danville office and as the Villager Realty Agent of the Quarter.

Villager Realty also honors agents who go the extra mile for their clients or co-workers, or who make a difference in their communities. While the COVID environment is still testing the spirits and patience of saints, they continue to see examples of kindness and service to others in these nominations.



Trish Ruth



Jessica Herman



Ray Beachy



Chosen as Hero of the Quarter in the Danville office was Frank Root, and in the Lewisburg office, Terry Conrad was chosen for the honor. The Northumberland office and Villager Realty chose to honor James Wells as the Villager Realty Hero of the Quarter.



James Wells

Frank Root

Terry Conrad

"A Sincere congratulations are in order for each of these deserving individuals," said Sabra Karr, Villager Realty's General Manager. "We are proud of their accomplishments, as well as their dedication to their co-workers and communities."

### Evangelical Community Hospital

LEWISBURG - Curtis Yeager has been named Associate Vice President of Quality, Safety, and Risk at Evangelical Community Hospital. In this role, Yeager provides oversight for quality, patient safety, risk management, employee safety and security, infection control, lifeline, and emergency preparedness.

Yeager received his bachelor of science degree in Occupational Safety and Environmental Health from Millersville University. He is currently pursuing a master's degree in Business Administration. Yeager began as an Evangelical employee in 2014 in the capacity of Director of Environmental Safety and Security. During his tenure at Evangelical, he has directed the development, implementation, and continued update of the Hospital's environmental, safety management, and security policies and programs to ensure compliance with all applicable local, state and federal regulations. Prior to Evangelical, Yeager achieved a high level of measurable success in numerous industries in the areas of health and safety. In other news, two of Evangelical's key imaging services recently earned reaccreditation from the American College of Radiology (ACR). ACR accreditation is the gold standard in medical imaging. The computed tomography (CT) scan at the Selinsgrove Imaging Center, 21 Susquehanna Valley Mall Drive, was recently reaccredited for a three-year term. CT scanning is a noninvasive medical test that helps physicians diagnose and tailor treatments for various medical conditions.

Breast magnetic resonance imaging (MRI) at Evangelical also received a three-year reaccreditation. MRI of the breast offers valuable information about many breast conditions that may not be obtained by other imaging techniques.

The ACR gold seal of accreditation represents the highest level of image quality and patient safety. It is awarded only to facilities meeting ACR practice guidelines and technical standards after a



Curtis Yeager

peer-review evaluation by board-certified physicians and medical physicists who are experts in the field. For more information on imaging services available at the Hospital and Selinsgrove Imaging Center, visit [www.evanhospital.com](http://www.evanhospital.com).

### United Plate Glass

SUNBURY - United Plate Glass of Sunbury has achieved a milestone in the commercial glass and glazing industry – a three-year safety award for zero incidents amongst its team members. Glass and glazing is a challenging industry by nature. Glaziers work with sharp objects, install very heavy glass, and at times work in less than ideal conditions through poor weather or working from lifts.



Nate Lawrence

"It's impressive to not have a single stitch or a strained muscle over the course of three years with our team," said Nate Lawrence, President of United Plate Glass. "What's even more impressive is that the safety success has coincided with our growth in sales."

"I'm extremely proud of what the team has accomplished, and I'm looking forward to the continued success as we live up to our tagline - 'Good People. Installing Trust. On time.'"

To celebrate this team effort, leadership at United Plate Glass treated their employees to a catered company picnic, corn hole tournament and tool rewards as a "thank you" for their continued commitment.

"Safety is really at the forefront of our everyday conversations, especially with our tremendous growth throughout the past four years," said Lawrence. "During that time, we have added many new team members, and statistically speaking, new employees are usually the most susceptible to injury because of lack of awareness. We make it a point to talk about safety as much as possible, and it's a focus during our weekly team meetings. We provide the tools and PPE that will provide a safe working environment for our team." As their safety streak continues, the team at United Plate Glass is focused on having the best team in the industry by holding their team members accountable, using proper PPE at all times, and using the correct tools to complete their jobs safely.

"It's a testament to our good team members. They genuinely care about each other and the wellbeing of others and it shows in their work."


### WHY US?

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# Ribbon Cuttings



Congratulations to Central Vision Eyecare, now at 30 Choate Circle, Montoursville! We helped them celebrate the new location with a ribbon cutting ceremony on Oct. 1.

Learn more at [www.centralvisioneyecare.com](http://www.centralvisioneyecare.com)  
Dr. Daniel Fassero of Central Vision Eyecare cuts the ribbon on the Montoursville location surrounded by staff and supporters. From left: Jeff Shaffer, Central PA Chamber's Communication Director; Shayna Baker, Practice Administrator; Gabrielle Hackenberg and Amy Miller, Technicians; Kenda Bordner, Patient Coordinator; Dr. Fassero; Jane Cox, Technician; and Brian Paulhamus, Fulton Bank.

Congratulations to Bucknell Golf Club, Lewisburg, and its new 1846 Grill. We helped them celebrate with a ribbon cutting ceremony Friday evening, Oct. 9, at the clubhouse. There was complimentary food and drink, a putting contest and more! Learn more at [www.bucknellgolfclub.com/1846-grill](http://www.bucknellgolfclub.com/1846-grill).

Preparing to cut the ribbon on the 1846 Grill is Bucknell University President John Bravman. From left, are: Chris Strand, Regional Manager for Billy Casper Golf, a course management company; Tim Hepler, General Manager; Bravman; and Tea Jay Aikey, Central PA Chamber President & CEO.



## INSIDE JOBS



In late September, Yogi at Shangri-La hosted an Inside Jobs Tour of the campground via a hayride, we walked the spooky Halloween Trail, were treated to a great lunch and saw many of the other amenities. Visit [www.jellystoneshangri-la.com](http://www.jellystoneshangri-la.com) to learn more!

The tour group, from left, are: Marcie Malany and Cheryl Rheppard, USG; Jeff Shaffer and Tea Jay Aikey, Central PA Chamber; Colby Morris and Chenelle Harriman of Nature's Medicines; Jessica Williams, Central PA Chamber; 'Rangers' Tom and Dez Schulz of Yogi at Shangri-La (our tour guides); and behind them, Skyler Herb of Bear Rental; and Michael Porter, Central PA Chamber.



# Helping through the pandemic

**WILLIAMSPORT** - As businesses continue to endure repercussions from the COVID-19 pandemic, more and more employers are turning to insurance brokerage firms like Swift Kennedy & Associates for help in solving health insurance issues that have surfaced during this challenging time.

"We are trying to help our clients as much as possible during this crisis, because we know that their companies' survival may be at stake," said Jerry Calistri, Swift Kennedy's President and CEO, who is a Certified Healthcare Reform Specialist.

For example, since insurance carriers are now adjusting benefits frequently according to evolving circumstances, Swift Kennedy is keeping clients informed via e-mail about the latest developments regarding carrier decisions (such as coverage for COVID-19 tests and treatments), group health insurance requirements, human resources, and other issues.

Since many employees now being laid off are choosing to continue their health insurance, Swift Kennedy also offers companies COBRA administration, which includes providing

HIPAA certificates and required letters, as well as billing continuation premiums and employer reporting. Companies using this service rather than in-house COBRA administration usually see substantial savings.

Even while facing the challenges of a pandemic, employers must comply with the government regulations imposed by ERISA and the Affordable Care Act to avoid audits and large penalties. As a result, Swift Kennedy gives compliance guidance and provides clients with the Benefit Notices they must send employees, as well as Wrap Summary Plan Descriptions (SPDs) and Wrap Plan Documents (which wrap around their certificates of insurance and benefit plan booklets) in order to satisfy ERISA and ACA mandates. Swift Kennedy also offers clients a digital benefit administration platform, Swift Virtual, which allows an employer's Human Resources staff to conduct virtual open enrollment meetings, process enrollments digitally, and have online access to tax forms, invoices and payroll integration. Learn more at [www.swiftkennedy.com](http://www.swiftkennedy.com).



In the center is Shelby Hackenberg of Mifflinburg Bank & Trust, who recently donated \$5,000 to the Mifflinburg Buggy Museum, accepted by Pete Gardner, president of the museum, and Eva Link, museum board member and gala chairperson. Congrats!



We wish to extend a heart-felt 'thank you' to Dale Moyer, former board chairman and interim CEO for his recent donation of an automated external defibrillator (AED). Being a place where people regularly gather, the Chamber felt it prudent to secure such a device, and

Moyer answered the call. 'I happened to be chairman of the board during the unfortunate passing of Bruce Smith,' Moyer said. 'And, the Chamber, if you're associated with them at all, you know how much they give back to the community and what they bring to the region. I

just felt like I wanted to do something to help...this seemed like a good opportunity to bring it full circle.' We also thank Susquehanna Fire Equipment Company, which will provide an annual maintenance check on the AED. It was installed by Seth Foust of SFEC.

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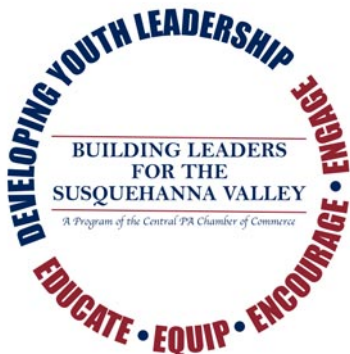
## Business & Education

# Building Leaders goes virtual

MILTON - The Building Leaders for the Susquehanna Valley (BLSV) Program kicked off its 2020-21 school year on Oct. 22.

But rather than it being held at the Central PA Chamber of Commerce, it was online. Despite the ongoing pandemic, the Central PA Chamber and its Business & Education Association felt it vital to continue the program this year.

Students from eight school districts met virtually on Zoom to learn more about each other and topics that will help them develop new skills and build leadership.



They heard from Diane Weller of Diane Weller Coaching, who spoke with the students about resume writing interview tips, and

how to build an effective LinkedIn profile. The students will continue to meet online through the end of the school year to discuss other topics, such as: teamwork & diversity, financials, community organiza-

tions, and local government.

The Chamber also wants to thank the Central Susquehanna Intermediate Unit, for their assistance in providing Zoom for the BLSV program.



Normally meeting and getting to know area high school students in-person in The Smith Room at the Central PA Chamber, Education Coordinator and BLSV Program Director Michael Porter instead communicated with this year's class via Zoom. BLSV moved to an online format because of the ongoing COVID-19 pandemic. The Central PA Business & Education Association felt the program needed to continue in some way, as the organization does its part to develop the leaders of tomorrow. Below, Diane Weller of Diane Weller Coaching (in the bottom left corner) presented on resume writing, interviewing tips and how to build an effective LinkedIn. BLSV relies on the support of Central PA Chamber members to discuss various topics throughout the year. If interested, contact Michael Porter at 570-742-7341 or [mporter@centralpachamber.com](mailto:mporter@centralpachamber.com).



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# RtB Fall 2020



The Fall 2020 session of Raising the Board started Oct. 21 in The Smith Room of the Central PA Chamber of Commerce. There are five participants, who are slated to graduate on the last night of the program on Nov. 11. The class includes: Wendy Weaver of Weaver Wireless Consultants; Skyler Herb of Bear Rental; Shirley Brough of Buffalo Valley Recreation Authority; Lenaire Ahlum of Susquehanna Valley Community Education Project; and Airneezzer Page Bingham of WealthWave. These individuals are building their skills and confidence to be the best non-profit board leaders they can be! Interested in being a part of a future class? Contact RtB Program Director Jeff Shaffer at 570-742-7341 or [jshaffer@centralpachamber.com](mailto:jshaffer@centralpachamber.com), and visit [www.centralpachamber.com/rtb](http://www.centralpachamber.com/rtb). Above is the first night of class. Below is Mentor (presenter) Lauren McDonald of The Wealth Factory.



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## Michael's Minutes

### Keeping 'B&E' online



Meeting virtually is among the newest adaptations for many of our lives. That being said, it is becoming the norm and for some the preferred method of meeting and connecting.

In some aspects, the Central PA Chamber and its Central PA Business & Education Association have also adapted to this growing trend.

The Building Leaders for the Susquehanna Valley (BLSV) Program started virtually this past month for high school students across the area. Despite not meeting in person like every other class has in the previous two-plus decades, this year's group has been one of the most interactive groups that I have had thus far. Their interaction with our guest presenter, Diane Weller, was beyond anything that I have seen on the topic of networking in my past four years!

Although, communicating online can be more difficult for one reason or another, the discussions have still been very good. The best part about the program is the ability to still make connections and learn even in the virtual environment. I look forward to being able to see how the students work through the "breakout rooms" in the future for many of our other regular activities. Stay tuned to future issues of IYB for more!

The Central PA Career Fair is also being held for the first time virtually and has its own set of challenges. This year's event on Nov. 4, although not quite as big a in-person fairs, will still have a great representation of many local businesses, colleges and universities located within our region. We will be splitting the day into one-hour segments designated for different "career clusters". Within these clusters, we plan to have up to seven business representatives speak with students about what they do, their passion for what they do, and include some information on how to work for their company. At the end of all presentations for that category, we will allow for students, teachers and staff to ask questions to our presenters about anything that was not covered.

Naturally, our School Counts! program has also had to undergo some adaptations in order to accommodate the slightly differing schedules of students, even within the same school districts. However, we still have the same enrollment in this program that highlights and rewards hard work, effort, attendance and punctuality.

Finally, I would like to thank everyone that helped to support "B&E" by selling and purchasing Mr. Sticky's Sticky Buns. Your support will go a long way as we continue to thrive through these uncertain times and push into a new year! For those of you who would like to be involved with any of our programs or support us in other ways, please, feel free to contact me.

You can also learn more about any of the aforementioned programs by visiting [www.centralpachamber.com](http://www.centralpachamber.com).

*Michael*

Michael Porter  
Education Coordinator  
[mporter@centralpachamber.com](mailto:mporter@centralpachamber.com)



## Jessica's Jottings

### Referring to referrals



The Central PA Chamber of Commerce prides itself on offering benefits and opportunities to our members that will have a positive effect on their businesses and organizations.

You may be thinking that there are many similar organizations that offer this, too. What makes us different from other organizations is the proof we can show you on how these benefits helped our members.

Andrew Hertzler from XW Construction said it best in his "Why Us?" video; referrals from our membership helped him land a job worth about \$70,000 for his business! Our referral system works like this; we only refer Central PA Chamber members. Whether this be in-person, on the phone or through our web site. When we send a referral, that information goes to the individual who needs the service and to the business we refer. This gives our members a head start in obtaining new business. One of our newest members saw how this works, and it helped him solidify his decision to join the Central PA Chamber.

With this system, we are able to refer all our members, even those that do not have the time to attend events. With that being said, it is important to try and attend at least one in person event. The networking that happens at our events is extraordinary, and we can almost guarantee that you will not leave without having made a new connection for your business or even personal life. We recently took an Inside Jobs Tour at Yogi at Shangri-La and saw a connection being made for business and personal needs. The managers needed work done on the property that one of our members, who attended, provides. It then worked the other way around, too, because the attendee was looking for a local campground to take his family to.

One of the best qualities about our Chamber is that we make sure our benefits can be utilized by every member, whether they come out to every event or cannot make any of them. Our scheduled events are listed on our web site, and I strongly encourage you to take a look and register to attend at least one. You will not be disappointed! If this does not work for you, be sure to contact us and we will assist you with utilizing all of your benefits.

Do not hesitate to start utilizing our referral system and taking advantage of our networking events. If you have any questions, or want to learn more about the Central PA Chamber of Commerce, you can call, e-mail, stop in and/or visit our web site!

Jessica Williams  
Finance & Membership Director  
[jwilliams@centralpachamber.com](mailto:jwilliams@centralpachamber.com)

## 'Over The Edge'



Wendy Weaver, owner of Weaver Wireless Consultants, rappelled down The Genetti Hotel in Williamsport in September to fundraise for local non-profit organizations in the Williamsport area. This popular fundraiser is organized by the Over The Edge Foundation. 'I faced my biggest fear by committing to going over the edge when I heard that it helped to support the local YMCA, YWCA, and the WASD education foundation. I knew it was something I really wanted to do,' Weaver said. 'I had gastric bypass surgery 5-and-a-half years ago, and I never would've been able to do something like this if I hadn't lost the weight, so it was a big deal to overcome my fear. I proved to myself I could do something new at almost 50 years old, as well as help three local nonprofit organizations by raising money during this pandemic year.'

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## Phase II grants

**WILLIAMSPORT** - The First Community Foundation Partnership of Pennsylvania (FCFP), the Greater Susquehanna Valley United Way, Lycoming County United Way and the United Way of Columbia and Montour Counties, recently announced its Phase II grant recipients. Nearly \$462,000 was awarded to 81 non-profit organizations.

Phase II received over \$4,108,000 in requests from 164 organizations. United Way leaders engaged 22 community members to review the applications.

These grants will support requests from organizations with a variety of needs including: food, rental and utility assistance; personal protection equipment for staff and clients; costs associated to convert programs to run virtually; and long-term recovery funds for operating expenses. Central PA Chamber members receiving grants this round included: Foundation for Free Enterprise Educa-

tion, \$2,000;

Ronald McDonald House of Danville, Inc., \$2,500; Caring Communities for AIDS, \$4,500; Donald L. Heiter Community Center, Inc., \$10,000;

Expectations Women's Center, \$1,300; Greater Susquehanna Valley YMCA, \$12,500; Mifflinburg Heritage and Revitalization Association, Inc., \$2,000; Milton Public Library, \$1,250; SUMMIT Early Learning, \$25,809;

Sunbury's Revitalization, Inc., \$5,000; Susquehanna Valley CASA - Voices for Children, \$13,000; The Improved Milton Experience, \$1,500; Transitions of PA, \$1,000; North Central Sight Services, Inc., \$10,000.

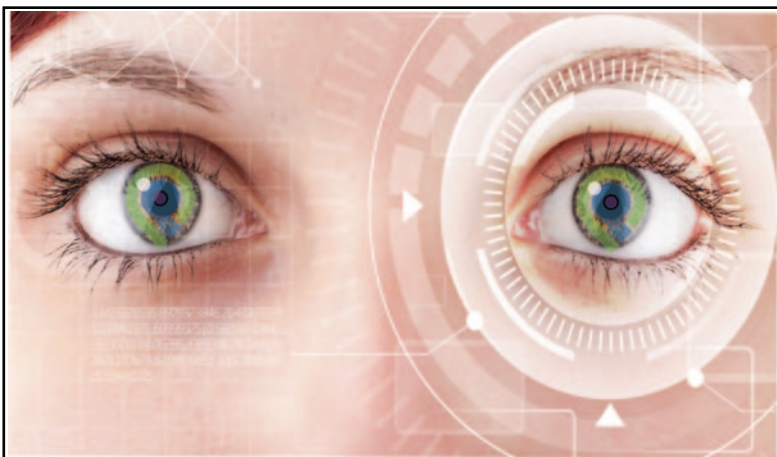
Jennifer D. Wilson, FCFP President & CEO said, "This partnership has allowed us to connect donors to non-profits in a meaningful way during unprecedented times."

Learn more about grant opportunities by visiting [www.fcfpartnership.org](http://www.fcfpartnership.org) or call 570-321-1500.

## Breakfast Briefings



The Central PA Chamber hosted a pair of Breakfast Briefings in October, allowing businesses and organizations to gather for networking and to learn about the latest happenings from the Chamber. The briefing on Oct. 2 was sponsored by Designer Homes. Above, Alice Meeth of Designer Homes discusses the hundreds of floor plans they have available, and how you can get into your home faster than a traditional build. Below, on Oct. 16, Alison Hall, owner of The UPS Store in Lewisburg, discusses the many "ings" of her business, including shipping, packaging, printing and many more. There are more Breakfast Briefings coming up soon! Register at [www.centralpachamber.com/events](http://www.centralpachamber.com/events).



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Find the latest COVID-19 news and information @  
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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 BUSINESS & EDUCATION ASSOCIATION Seminar & Training Series

#### Generation Z - The New Frontier of Workers

9 to 10:30 a.m. Wednesday, November 11 @  
Central PA Chamber of Commerce, 30 Lawton Lane, Milton  
Cost: \$20 for Members/\$25 for Non-members  
Register: [www.centralpachamber.com/events](http://www.centralpachamber.com/events)

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### CENTRAL PA BUSINESS & EDUCATION ASSOCIATION Seminar & Training Series

#### Streamlining Your Digital Expenses & Subscriptions

1 to 3 p.m. Wednesday, November 18 @  
Central PA Chamber of Commerce 30 Lawton Lane, Milton  
Cost: \$50 Members/\$55 Non-Members  
Register: [www.centralpachamber.com/events](http://www.centralpachamber.com/events)

Presented by:



### BREAKFAST BRIEFING

7:30 to 9 a.m. Friday, Nov. 20 @  
the Central PA Chamber of Commerce,  
30 Lawton Lane, Milton.

Free to Attend - **Registration is Required**

Sponsored by:



### BREAKFAST BRIEFING

7:30 to 9 a.m. Friday, Dec. 4 @  
the Central PA Chamber of Commerce,  
30 Lawton Lane, Milton.

Free to Attend - **Registration is Required**

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