

IT'S YOUR BUSINESS

www.centralpachamber.com

Volume 6, Issue 3 - March 2021



10 Years,
pg. 3

Leadercast returns,
pg. 11

Leadercast
shift

CENTRAL PA

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The Inside Scoop



It's amazing how certain situations can change your course in life, both large and small. Daily habits can lead to changes, or sometimes it's something that happens all at once. Regardless, embracing changes and taking them head-on is usually sound advice. Tea Jay Aikey, President & CEO of the Central PA Chamber of Commerce, is a good example of that, and I should know.

You'll see we're celebrating her tenth year with the Central PA Chamber this month. I've been a part of this progression myself for the last eight and a half years. Honestly, I've never personally seen someone so driven and passionate about their job. Not to take anything away from others, but she has excelled in making the most out of her work.

If you've known her for any length of time, I'm sure you know this. And, our feature starting on the next page gives you some more of the back story and how she progressed.

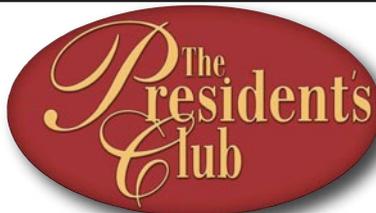
Congratulations, Tea Jay! You are an inspiration to many! We've packed a lot more inside this month's issue.

Turn to page 8 to learn how you could be named our 2021 Green Business of the Year, and turn to page 9 to learn about the upcoming dates for our next class of Raising the Board, designed to build the skills and confidence of non-profit board members!

On page 11, you'll see that Leadercast Live returns this year! We would love to have you be a part of this big event later this summer. Susquehanna Valley Community Education Project released some big findings on the benefit of a local community college, and Lemur Tree Care has come up with timely assessment for the season. Find those stories on page 14.

Enjoy the issue!

Jeff Shaffer, Editor
Communication Director
jshaffer@centralpachamber.com



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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

April Issue

News/Ads March 15 -- Flyer Inserts March 19

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Ten years for Tea Jay

MILTON - Ask Central PA Chamber President & CEO Tea Jay Aikey what a "Chamber" is, and she'll be able to tell you all about it! Ten years ago, though, she didn't have a clue.

It was only by circumstances, including job loss, that she found her way to the Central PA Chamber. An active member at the time had let her know of an opening for someone who could serve as an administrative assistant and handle the bookkeeping. In fact, she didn't even know what the popular program Quickbooks was.

However, "I was never so sure that I was going to get that job," Tea Jay recalled, who felt good about her interview with the late Maria Culp, who was President & CEO at the time.

And, while she was offered the position, there was no one available to train her, and she started to figure things out on her own.

Learning quickly though, she began to make an impact in her role while she also looked up to Maria as a "strong female figure."

Within a few years, however, the late Bruce Smith took the helm of the Central PA Chamber, and this is when Tea Jay really came into her own.

Tea Jay remembers a time when she and Bruce would "butt heads," as she was showing a willingness to take on more responsibility that Bruce once held as Membership Director. But, he was someone who also encouraged her to develop as a professional and build her self-confidence.

"He told me one day I could (be president), but I thought 'no way,'" Tea Jay said.

Ultimately, she looked at Bruce as a mentor, and especially for his natural tendency to have the concern and care for others.

"His family even became my family," she said.



Tea Jay Aikey, Central PA Chamber President & CEO, speaks to a room full of area leaders in the Lewisburg YMCA at the Miller Center before the introduction of U.S. Sen. Pat Toomey in 2019. Cover photo by Hosterman Photography & Design.

As many longtime members will recall, tragedy struck the Smith family and the whole Central PA Chamber family the day of Bruce's untimely passing in May of 2017. It left a hole in the hearts of many, and big shoes to fill for the next President & CEO of the Central PA Chamber. "I wasn't even going to apply," Tea Jay remembered.

However, through some encouragement by those close to her she did, with the attitude of "what do I have to lose?"

Considering the growth and prominence of the Chamber, the interview process was no easy feat, the second round even left Tea Jay in tears. Ultimately, she wasn't the board of director's first choice when the decision was made, but she accepted the position after the first choice for the job declined.

"Even then I needed a few days to think about it," Tea Jay said.

While she knew the membership inside and out, a glaring weakness in the eyes of the interviewers was her lack of experience in "economic development".

"I was going to show them, and they even told me to slow down," she said. "I had a chip on my shoulder."

Her signature accomplishment in economic development, to date, was bringing together numerous other decision-makers to apply for and receive Keystone Opportunity Zone statues for several properties in the Milton area.

March 16 is Tea Jay's 10th anniversary with the Chamber, and with hindsight looks back prudently on her personal accomplishments and even more so that of the nearly 116-year-old organization.

The building at 30 Lawton Lane that the Chamber calls home continues to see improvements on the inside - such as The Smith Room

See "Tea Jay" (on page 10)



Tea Jay brought together Chamber, school, borough, county and other officials to pursue Keystone Opportunity Zone status for several parcels in the Milton area, providing a tax incentive to spur economic development. Their application was approved by the state at the end of 2018.



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570-742-8292

jasonletteer@msn.com

Jason Letteer - Owner

<https://www.facebook.com/The-Breaking-Bread-Company-327158760792383>

We are a multi-faceted Italian bread and soup maker located in Milton. We currently have a brick and mortar location serving lunch and dinner. We also offer catering and to-go specialties.

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Union County Historical Society

103 S. Second St.
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570-524-8666

dab@unioncountyhistoricalsociety.org

Daniel Bower - Finance and Programming Coordinator

<https://www.unioncountypa.org/departments/historical-society/union-county-historical-society/page.aspx?id=1729>

The Union County Historical Society offers genealogical research services for people who want to know more about their family's history, as well as general research on local businesses and events. The historical society also owns the historic Dale-Engle-Walker farm house outside of Lewisburg on Strawbridge road, which also offers a walking/hiking trail maintained by the Merrill Linn Conservancy.

Photography by David Miller

276 Bertin Heights
Williamsport, PA 17702
570-337-3127

david@photographybydavidmiller.com

David Miller - Owner/Photographer

I'm a professional photographer in Central PA. I take photos of a little bit of everything - weddings, products, events, business/commercial, families, sports, and more! I'm a licensed drone pilot and take videos. Please, feel free to contact me with any questions. Thanks!

Marie Wagner, LMT

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Angela Hummel, President and Owner

angela@angelahummel.com

(570) 473-3757

www.angelahummel.com

What makes your business unique?

Angela Hummel Consulting is a full-service leadership and talent development consulting and coaching practice. I specialize in leadership development and essential skills training with a training portfolio of over 80 courses with a special interest in women's leadership. What sets me apart is that I have both the education and experience as a leadership and talent development practitioner. I hold certifications in my respective areas of expertise: human re-

sources, talent development, and coaching, and I have served in director and executive roles in multiple industries and organizations throughout my 25-year career.

How do you market your business?

LinkedIn and Facebook, where I position myself as a thought leader and on my web site. A large percentage of my client base comes from referrals and repeat business.

What is your Mission Statement?

To be the premier leadership development and talent development consulting and coaching practice in the Central PA area and beyond.

Advice to those who own a business?

Running a small business is full of rewards and

challenges. Don't be afraid to ask for help and find others with strengths that you do not have.

Words to live by?

The tagline for my business is: Inform. Inspire. Ignite. My desire is to educate and inform my clients through self-awareness, learning and coaching conversations. Through our coaching and training work, I hope to inspire feelings of positivity and resilience. Then, most importantly, I desire for clients to move to action by changing their lives and their organizations by applying specific action steps.



Art Lieberman, President

sunvirtualmall@yahoo.com

(570) 308-7700

www.sunvirtualmall.net

What makes your business unique?

In April, we will be opening the only virtual mall in the US. The purpose is to try to save local brick and mortar businesses from failing during the pandemic.

How do you market your business?

We will be using almost every method possible: tele-marketing, print advertising, e-mails, video, radio, TV, word-of-mouth and by joining several Chambers of Commerce..

What is your Mission Statement?

To allow businesses in North Central PA to show and market their goods to customers in this area in a virtual mall and charge them

only \$400 a month.

Advice to those who own a business?

The best advice I can give to an entrepreneur is to think outside the box and look beyond the obvious business opportunity.

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

Relax and try to clear my mind of what occurred the previous week and look forward to the next.

Words to live by?

Every adversity, every failure and every heartache carries with it the seed of an equivalent or greater benefit!

What are your top 3 company priorities?

1. Make everyone you work with a success and don't allow negativity to thrive near you.
2. Love people – because although you can love animals and inanimate objects, they have no money.
3. Try as hard as you can to make others happy and successful.

What characteristics do you look for in employees? Self confidence and a positive attitude. Most importantly a great work ethic.

What philanthropic causes does your business support? SUN Tech, The MDA, St. Jude's Childrens Hospital and a few others.



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Blood Drive Central PA Chamber of Commerce

Smith Room – 30 Lawton Lane - Milton

March 30th, 2021

10:00 AM – 3:00 PM

Call 1-800-Red Cross (1-800-733-2767) or visit redcrossblood.org and enter: PAChamber to schedule an appointment

Milton YMCA

providing supper, snacks

MILTON - The Milton YMCA will provide supper and snacks every Wednesday at a drive through distribution site, located at the Milton YMCA, 12 Bound Ave., to children 18 years old and younger. The drive through distribution site is open from 2 to 3 p.m.

According to the U.S. Department of Agriculture (USDA), one in seven children in the U.S. is fighting hunger. Because of school closures related to COVID-19, children in the community are even more at risk of food insecurity and the rate has increased to one in four children fighting hunger.

In 2020, due to the pandemic and the increased number of families facing food insecurities, the Milton YMCA has continued its effort of stepping up and doing its part to meet the needs of the community. To date, more than 1,850 children have been served over 140,000 meals and snacks through the Milton YMCA food programs.

“During times of uncertainty, families can count on the Y to provide essential services for the community,” said Ron Marshall, Executive Director of the Milton YMCA. “The Milton YMCA is committed to ensuring kids in our communities have ongoing, uninterrupted access to nutrition, especially during these difficult times.”

Contact Marshall to learn more about the Milton YMCA Food Programs at rmarshall@gsvymca.org or 570-742-7321.



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- Understanding & reaching your customer
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- Understanding your money
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This program funded in part through DCED PA Engage.

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Wednesday evenings for 10-weeks

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This program is offered to businesses nationwide.

The Engaging Main Street cohort is a business growth initiative, which includes some state funding and is focused on helping businesses assess their needs and assist them through referrals and direct technical assistance. The Coviation Center is taking a "Main Street" approach, reaching out to small businesses nationwide.



COME JOIN US AT THE FOLLOWING EVENTS

Every Day – We have a clothing and shoes ONLY bin at the puppet home as a fundraiser. It is a HandUp Foundation bin. It is located behind the puppet home in the back alley.

Miss Curly's Right Hand Club – Fundraiser for a monthly subscription of \$15 or more to help pay for our monthly utilities and insurances. Go to: hiskingdomkidz.com.networkforgood/projects/95011-2020-giving

Virtual Programming – Kingdom Kidz is currently doing all programs virtually on Facebook each night at 7. Join in and see what new adventures God is sending us on.

Raise the Region: We fell short of our MATCH THE CHALLENGE and are part of **Raise the Region on March 10 & 11**. Would you be willing to help us "change lives" one person at a time? The minimum gift is \$25. If you give \$50 or more, you have a choice of a FREE Kingdom Kidz T-Shirt, or FREE Kingdom Kidz Cap or a FREE new DVD from our current virtual programs FB presentations.

Amazon Smile - If you use Amazon Smile, you can help us while shopping. Go to Smile.Amazon.com click on Kingdom Kidz, and we will receive a donation from Amazon Smile. No extra monies taken from you.

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LET'S RIDE together



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Date	Event	Location	Time	Cost
3/10/21	Due Diligence - Knowing Your Customer, the End Use, User & Destination	Webinar	9 to 10:30 a.m.	Free
3/23/21	North Central PA Energy Efficiency Roundtable: Community Resources for Your Facility Projects	Webinar	11 a.m. to 12 p.m.	Free
3/25/21	Coronavirus Practical Guide for those that Power our World - FR/AR Clothing & FR Cloth Face Coverings	Webinar	12 to 1 p.m.	Free

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Date	Event	Location	Time	Cost
3/17/21	Rep. Lynda Schlegel Culver Presents: Business Startup Basics for Central PA	Online	9 to 11 a.m.	Free
3/24/21	Building Your Business with Digital Media Marketing	Online	11:30 a.m. to 12:45 p.m.	Free

Have you dreamed of being your own boss for many years but don't know where to start?...
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Feeling green?

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

How has your business been good to the environment? Do you reduce, reuse and recycle whenever possible? Do you make eco-friendly choices when purchasing supplies? The ways businesses can shrink their footprints are seemingly endless! Applications for the Green Business of

encourage green business practices throughout the region. Green Business is good business! In addition to helping the environment, it can save your business money and your customers and employees will value your efforts.

To be considered for recognition, you must be: a member of the Central PA Chamber; Doing business in the region; and Demonstrate green business practices in each of several



the Year Award will be accepted until 4 p.m. on Friday, April 16. A member will be visited (if able) on Thursday, April 22, which is Earth Day.

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

Find the form at www.central-pachamber.com. Click "Green Business Recognition" under the "Membership" tab on the homepage.

The Central PA Chamber of Commerce's Green Business Recognition Program has been created to showcase the environmental efforts of businesses and individuals. The hope is to

major areas. For questions, call 570-742-7341.

This is the ninth year of the award being presented. The past Green Business of Year Award recipients are: Bear Rental, Northumberland, 2020; Columbia County Bread & Granola, Bloomsburg, 2019; Pompeii Street Soap Co., Mifflinburg, 2018; Arrowhead Drive-In Restaurant, Milton, 2017; Lawrence J. Winans, DMD, Lewisburg, 2016; Hometown Disposal, Sunbury, 2015; Central Susquehanna Community Foundation, Berwick, 2014; Warrior Run Petcare Center, Watsontown, 2013.



Tea Jay Aikey, Central PA Chamber President & CEO, presents the 2020 Green Business of the Year Award to Bear Rental, accepted by Manager Skyler Herb. Will your business be known as the 'greenest' of them all in 2021? Complete or update your application by Friday, April 16. Business and organizations of all sizes are encouraged to apply. Scores are based on individual efforts. Apply and learn more at www.centralpachamber.com.

Click 'Green Business Recognition' under the 'Membership' tab on the homepage. Every member that does apply earns a 'Green Business' designation on their member listing, which will show potential customers and partners that you care about the environment.

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Raising the Board returns for spring

MILTON - The Central PA Chamber of Commerce’s premier class, designed to build the skills and confidence of current and future non-profit board members, returns in April!

The spring session of Raising the Board (RtB) will be held from 9 to 11 a.m. on the following Wednesdays – April 21 & 28, May 5 & 12 - in the Smith Room at the Central PA Chamber of Commerce, 30 Lawton Lane, Milton.

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

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

To date, there have been 34 graduates - representing several area non-profit organizations - since the program launched two years ago.

“I highly recommend attending,” said Wendy Weaver of Weaver Wireless Consulting and a fall 2020 graduate. “For the simple fact that if you have the want and need to help your community, and want to be a successful board member, there is a lot more to it.” Prior to class design, the Chamber spoke with several area non-profit leaders to better understand what skills needed to be strengthened.

For more information, contact Program Director Jeff Shaffer at jshaffer@centralpachamber.com or 570-742-7341. If you’re ready to register, visit www.centralpachamber.com/events. Find April 21 on the calendar.

Class participants will receive a short questionnaire to complete before the first class to better prepare the “mentors” (a.k.a. presenters) for their presentations.



Raising the Board is held in the spacious Smith Room at the Central PA Chamber of Commerce. Here, attendees can social distance while still learning the most valuable aspects of being a non-profit board member. There have been 34 graduates of the program since it launched in early 2019. This has aided several non-profit organizations across the region by having better prepared and more knowledgeable board members. To learn more about RtB, visit www.centralpachamber.com/rtb or contact Program Director Jeff Shaffer at 570-742-7341 or jshaffer@centralpachamber.com.

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Time with Tea Jay

How do you spend your time?



Remember that how you make others feel about themselves says a lot about you! That is how I ended my column last month. It is also the closing to all of my e-mails.

A dear friend who is so inspirational to me for many reasons, but most significantly for the way they live their life in its entirety, recently sent me a short video to watch. He said it wasn't something he'd typically share, but something nudged him to send it to me. I am so grateful that he did, as it heightened my sense to what I am about to share with you.

How often in our day-to-day lives do we get busy and forget about the people in the "back rooms" of our lives. Sometimes those who need our help are much closer than we realize. As each of us become people who regularly serve without judging, people will sense that and will realize that you are someone they can reach out to and those opportunities will be multiplied.

I honestly believe that is one of the most powerful attributes of the team that makes up the Central PA Chamber of Commerce. We genuinely care about and purposely reach out to those who are typically left in the proverbial back room.

Maybe it's because we know how it feels to be in the back room and never want anyone else to experience that.

Maybe it's our servant nature. No matter what it is, I know it is a significant reason for the organization's bountiful success before, during and long after this pandemic.

John F. Kennedy said it best, "One person can make a difference, and everyone should try."

Recently, I read this statement - "If speaking kindly to plants helps them grow just imagine what speaking kindly to humans can do." It is something so simple like a kind word that can have a tremendous impact on another.

Consider this - we need to redeem the time we are given. We need to make the most of our time. We need to make good use of the time. If we are going to be good stewards of life, business, family, religion or anything else, we must be faithful with our time.

We may not have wealth, influence, a great education or come from a prominent family, but the way we redeem our time given will endorse us. We will stand out.

How we treat others is more powerful than our resume. We will use our influence to fulfill our purpose. When our time and efforts are tied to helping others, making the world a better place, to lifting the fallen we will be taken from obscurity to notoriety. People will see us for who we really are. People will see the greatness in us.

I agree whole-heartedly with Mike Rowe when he said, "There's really no such thing as a non-essential worker." I believe it is not what we do but how we go about doing it.

P.S. - I still have "We're All Essential" bracelets should you want one. Just ask!

Tea Jay Aikey
President & CEO
tjaikey@centralpachamber.com



Tea Jay along with Dale Moyer of Evangelical Community Hospital, who at the time served as Chair of the Board of Directors, signed papers to sell the last piece of land owned by the Milton Area Industrial Development Association in the Milton Industrial Park at the end of 2019.

"Tea Jay" (from page 3)

Training Center - and the outside, including the longlasting metal roof. These are all things the recording-setting membership of more than 500 can use and enjoy.

What she remains so grateful for, too, is the staff, which together provides 25 years of Chamber experience.

"The team we've built and the relationships we continue to cultivate has members feeling comfortable with us.

"We genuinely care."

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Early in Tea Jay's career in 2013, she lead the Chamber's participation in Pinpoint Federal Credit Union's 'Stuff the Bus' program. With transportation by Susquehanna Valley Limousine, the staff delivered supplies donated by the membership to Baugher Elementary School in Milton.



Tea Jay receives one of many embraces at her President's Reception in late 2017, when she accepted the position as President & CEO.

There will be special 'Throw Back Thursdays' this month to commemorate Tea Jay's 10 years with the Central PA Chamber. Follow us on Facebook!

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Leadercast returns

MILTON – It goes without saying that 2020 put a wrench in the plans of most people, which left them spinning their proverbial tires.

Leadercast, the largest one-day leadership event in the world was not immune to the COVID-19 Pandemic last year. However, through careful planning, it's making a "shift".

Leadercast 2021 – Shift will reemerge on Aug. 11, and the Central PA Chamber of Commerce will, once again, serve as a host site for the region. Leadercast will broadcast live from Cincinnati, Ohio to hundreds of host sites around the globe.



"Change is constant. Nothing ever goes quite as we planned," according to Leadercast organizers. "If we didn't believe this before 2020, we all know it now. Leaders everywhere are realizing that they must make major shifts in order to move forward to achieve their purpose. Changing directions is hard. It's risky. But, it's the only way to get where we need to go. The future will be created by fearless, innovative leaders who have the courage...to shift."

Each year, Leadercast presents a slate of speakers, all proven leaders in their respective fields. Participants will learn from their experiences the practical insights, purposeful actions and catalytic insights that have the power to transform them into world-changing, visionary team builders.

Named speakers at this time, include: Guy Raz, author and podcaster of "How I Built This"; Rainn Wilson, Emmy-nominated actor from the hit TV series "The Office"; Cris Carter, Pro football Hall of Famer; Liz Bohannon, founder of Sseko Designs; Michael Bush, CEO of Great Place to Work; Todd Henry, founder of Accidental Creative; and Deni Tato, founder of Corporate Consciousness.

Leadercast is ideal for anyone at any level of leadership. Due to the ongoing concerns around COVID-19, the Central PA Chamber is currently polling those interested in attending if they would rather take part in Leadercast in-person or virtually.

For those who have been following along with Leadercast, the original date was in May but moved to Aug. 11.

"Leadership is key to success personally and professionally," said Tea Jay Aikey, Central PA Chamber President & CEO. "We should never cease to improve our leadership knowledge, skills and abilities."

"This one day will undoubtedly impact you in more ways than you can possibly imagine. I am excited to see you in August."

The Central PA Chamber of Commerce will be releasing more information in the coming months. If interested in attending, call 570-742-7341 or e-mail tjaikey@centralpachamber.com.

Members Recognized

Susquehanna Community Bank

WEST MILTON - David S. Runk, President and CEO of Susquehanna Community Bank, is pleased to announce a reorganization of Susquehanna Community Bank.

"The Bank's success is attributed to the hard work of our team and their ability to work together to provide our customers with a better banking experience," he said.

Jeffrey G. Hollenbach has been named Executive Vice President and Chief Operations Officer. Hollenbach joined the team as Vice President/Senior Loan Officer in 2011. He is a graduate of Lycoming College with a Bachelor's Degree in Managerial Accounting and Finance.

Diane L. Paulukinas, Vice President of Retail Solutions, has been added as a member of the Management Council. Paulukinas joined the team as Vice President/Treasury Management Director in 2016. She is a graduate of the Central Atlantic School of Banking and has over 25 years of banking experience.

Kate Troxell has been named Treasury Management Director. Troxell joined the team as a Community Banking Officer in 2015 and advanced to Treasury Management Associate in 2018. She is a graduate of Lewisburg High School and has over 12 years of banking experience.

Lorraine Barone has been named Human Resources Manager and member of the Management Council. Barone joined the team in 2020 as a Human Resources Specialist. She is a graduate of Johnson & Wales University and has over 16 years of human resources experience.

Rebecca Yeager has been named Marketing Manager and member of the Management Council. Yeager joined the team in 2018 as a Marketing Specialist. She is a graduate of Bloomsburg University and has over seven years of marketing experience.



Jeffrey Hollenbach Diane Paulukinas



Kate Troxell Lorraine Barone



Rebecca Yeager



Teri Provost

SEDA-COG

LEWISBURG - Teri Provost, director of SEDA-Council of Governments (SEDA-COG) Flood Resiliency program, has been selected as vice chair of the Pennsylvania Association of State Floodplain Managers (PAFPM) board.

Provost's board appointment is from January to December this year.

Having worked for SEDA-COG, a community and economic development agency for 11 central Pennsylvania counties, for over 14 years collectively, she aims to bring the agency's regional approach and her experience to the board.

"I am extremely grateful and honored to be nominated and appointed to this position," Provost said. "I look forward to bringing a broader approach to the board and to flood resiliency work across

the state, while developing my flood manager expertise and rapport with industry peers."

SEDA-COG Executive Director Kim Wheeler said Provost's expertise will benefit the association and the region.

"SEDA-COG is pleased to have a member of our staff appointed to the board at PAFPM. Teri's expertise in floodplain management and experience working within the varying scales of municipal and regional government in Pennsylvania will certainly offer great value to their mission. They are fortunate to have Teri join in this leadership capacity," Wheeler said.

The association is a statewide organization of floodplain managers, engineers, planners, local, state, and federal officials, and water resource professionals whose purpose is to: Promote public awareness of integrated floodplain management; Promote a liaison and to encourage the exchange of ideas and information among individuals and groups concerned with floodplain management, and to keep those individuals and groups well informed through educational and professional seminars; and, Inform concerned individuals and groups of pending floodplain management legislation, regulation, and related matters to advance the effective implementation of floodplain management.

Provost has been a member of the association since 2018.

Kingdom Kidz, Inc.

WATSONTOWN - Kingdom Kidz Inc. has received a correspondence from GuideStar by Candid that they have completed all the requirements for the Platinum Seal of Transparency, which demonstrates their value as an organization with metrics showing their progress and results through 2020.

While receiving the Platinum Seal, they have achieved all four seals, which indicate their transparency as a nonprofit.

For more information concerning Kingdom Kidz, call the office at 570-838-3133 or visit www.hiskingdomkidz.org. Gifts are tax deductible less the value of any goods provided. Kingdom Kidz Inc. is not affiliated with a church or denomination.

Villager Realty

LEWISBURG - Tim Karr, President of Villager Realty, recently announced the Agent of the Quarter for the last quarter of 2020 in each of the three Villager offices.

"We can best serve the Susquehanna Valley, our friends and neighbors and the current economy by doing our job well and by continuing to transfer real estate and meet the needs of families here in the valley," said Karr. Agent Gretchen Ballott was selected the 'All Villager Realty' Agent of the Quarter.

Bellott was distinguished by the Danville office while in Northumberland Jessica Herman was chosen Agent of the Quarter. Lewisburg selected Associate Broker Sabra Karr for recognition.

"The criteria for Agent of the Quarter includes sales production, community and industry service, as well as spirit and attitude," Tim Karr said. "In the ongoing restricted environment, it also includes care and safety for the clients in every aspect of business."



Gretchen Ballott

Jessica Herman



Sabra Karr

Bucknell University Small Business Development Center

LEWISBURG - The Bucknell University Small Business Development Center is pleased to welcome two new professionals to its team of expert advisers helping businesses start, grow and prosper.

As a bootstrap entrepreneur who grew a successful catering business, Amber Amato de Guerrero brings first hand knowledge of the unique challenges a small business faces throughout its life cycle.

Amber joins the SBDC as a Business Consultant and is passionate about helping entrepreneurs start and grow successful businesses.

She also brings nearly a decade of banking experience to her role and is well versed in business finance and lending.

A graduate of Penn State University with a BA in Psychology and a minor in Spanish, Amato de Guerrero considers herself a lifelong student. Her current areas of interest include personal development and online marketing and branding.

Product development and strategic planning are two of Ian Proud's passions.

Brilliant products that don't match the distribution channel, or price points that don't relate to a customer's willingness to pay are not so brilliant.

Strategy is the vital step to closing the gap between innovation and profitability.

In his role as Engineering Innovation Manager at the SBDC, Proud not only helps small business owners connect with Bucknell faculty and students in the College of Engineering, but also guides clients in thinking about branding, market research and communications.

Proud has a BA in 3D Design from DeMontfort University in the UK, and an MBA from Loyola College in Maryland. In his career, he has developed products as diverse as electronics for playground equipment, blow-molded oil bottles, furniture for children, kitchen cabinets and computer hardware.

Entrepreneurs and small business owners throughout Union, Snyder, Montour, Northumberland, Juniata and Perry counties seeking to connect with Amato de Guerrero, Proud, and the entire Bucknell SBDC team, are invited to visit www.Bucknell.edu/SBDC.



Amber Amato de Guerrero



Ian Proud

Evangelical Community Hospital

LEWISBURG - Benjamin Keyser, DO, Vascular Surgeon, has been named Medical Director of Wound and Hyperbaric Medicine at Evangelical Community Hospital.

Wound and hyperbaric medicine is the specialized and advanced treatment of wounds.

In this role, Dr. Keyser provides leadership and oversight for the program. He is integral in the creation of policy surrounding the service, assurance of quality initiatives, and ensuring the program continues to meet the needs of patients.

Many Americans suffer from chronic, non-healing wounds. Some wounds are associated with complications from diabetes, vascular disorders (poor circulation), pressure sores or traumatic wounds. Hyperbaric Oxygen Therapy is a treatment that quickly delivers high concentrations of oxygen to the bloodstream, assists in the healing process of wounds and is effective in fighting certain types of infections.

Dr. Keyser has been an employed physician of Evangelical since September 2017, working as a vascular surgeon at the Heart and



Dr. Benjamin Keyser

Vascular Center of Evangelical.

Dr. Keyser received his Doctor of Osteopathy degree from the Philadelphia College of Osteopathic Medicine. He completed his general surgery residency at the Medical College of Georgia and completed his vascular surgery fellowship at Geisinger Medical Center. Dr. Keyser is board certified in Vascular Surgery by the American Board of Surgery.

In other news, Evangelical Community Hospital was recently officially designated a Keystone 10 hospital in Pennsylvania by the Department of Health. The Family Place, the Hospital's obstetrics unit, has been working toward this designation for some time.

The designation is given when a hospital achieves the 10 key components to successful breastfeeding programs. These steps include various stages of policy implementation, training of hospital staff, education and assistance for new mothers before birth and during the hospital stay, and establishment of breastfeeding support after leaving the hospital.

Keystone 10 is a quality improvement breastfeeding initiative developed by the Pennsylvania Department of Health and administered by the Pennsylvania Chapter of the American Academy of Pediatrics. Its goal is to improve the protection, promotion, and support of breastfeeding for all infants, mothers, and families in Pennsylvania.

The Keystone 10 Initiative was developed as a means of improving individual facility- and state-level breastfeeding care and rates, and ultimately, improving the health of mothers and babies.

Community Giving Foundation

BERWICK/SELINSGROVE - The Community Giving Foundation recently welcomed five new members to its Board of Directors. They are state Rep. Lynda Schlegel Culver (R-108), Thomas Kapelewski, Marissa Marshall Golla, Esq., Harry Mathias and Angela Motto.

A lifelong resident of Northumberland County, Rep. Culver has lived her life in service to her community.

She has served as representative of Pennsylvania's 108th Legislative District for over 10 years. Rep. Culver has worked hard throughout her years in the Pennsylvania House of Representatives to promote fiscal responsibility, early childhood education, job/business growth and support for Pennsylvania's agriculture industry. Through her position on the House Appropriations Committee, she plays a key role in allocating Pennsylvania's budget for the fiscal year and ensuring these important programs get the funding they need.

Kapelewski has held various positions at SEIKISUI KYDEX in Bloomsburg and is currently the Facilities Manager. He attended Penn State University receiving a Bachelor of Science degree in Industrial and Management Systems Engineering. He has extensive knowledge in 5S, Kaizen and manufacturing process improvement technologies.

In addition to CGF, Kapelewski is a board member of the following local programs and organizations: Columbia-Montour Chamber of Commerce (member and past chairperson); Columbia-Montour Chamber Foundation (chairperson); MADE in Central PA; Central Columbia High School 339 and Technology; Vo-Tech Perkins. He is also a board member with several Penn State organizations.



Rep. Lynda Schlegel Culver



Thomas Kapelewski

SVCEP makes big announcement

MILTON - The Susquehanna Valley Community Education Project (SVCEP) held a press conference on Jan. 28, at the Central Pennsylvania Chamber of Commerce to release the findings from an economic impact forecast of a proposed multi-county regional Susquehanna Valley community college.

The event was held live and virtually via Zoom.

Nationally recognized for more than 2,000 similar studies, Economic Modeling Specialists International (Emsi) conducted the research using formulas and proprietary data from national community college sector databases and from a detailed data survey and pro forma completed by the Susquehanna Valley Community Education Project's Finance and Fundraising Committee. The presenters reported new economic activity over the first 10 years of the community college's existence conservatively at \$78.5 million from four categories: capital spending, operations spending, student spending, and alumni financial contribution.

Short-run capital spending is projected to be \$13.1 million for multiple site locations across the sponsored service region delivering course instruction onsite and online both synchronous and asynchronous. Accounting for potential leakages, \$2.6 million would be retained in the service region. Long-run operations spending of the proposed community college is expected to be \$39.7 million and long-run student spending is anticipated at \$15 million. The long-run alumni contribution is based on 3,000 graduates in gainful employment contributing \$21.3 million in the first 10 years. Alumni contribution grows as more alumni are gainfully employed.

The annual economic impacts total \$16.7 million for a startup community college and break down as follows: operations of the community college are expected to be around \$5.3 million with annual student spending at \$3.3 million and \$8.1 million in total income each year added to the regional economy by alumni in the workforce. Alumni annual impact is expected to increase yearly with more graduates gainfully employed in the service region.

Pennsylvania state law requires local sponsorship and counties are the most stable sponsors. The recommended sponsorship of \$1.2 million is comparable to that of Cambria county's sponsorship of Pennsylvania Highlands Community College with a four-county



Dr. Lenaire Ahlum, Executive Director of the Susquehanna Valley Community Education Project shares the benefits of a local community college to both a live and virtual crowd at the Central PA Chamber. The big news of the day is that it could be a boon to the local economy.

combined sponsorship by Northumberland County at \$624,000; Union at \$240,000; Montour at \$108,000; and Snyder at \$228,000. This breaks down to \$13.68 per household per year or \$1.14 per household per month in the four-county region. The return on this investment is expected to be 26.4 percent for every dollar invested that dollar is returned along with an additional \$2.50.

Letters of Support from businesses and municipalities across the four-county area are being sent to the county commissioners and a growing list is available on the SVCEP web site and petition letters can be submitted directly to county commissioners on the web site. SVCEP requests that readers write letters of support and sign petition letters for their county commissioners and copy the SVCEP on that correspondence.

If you are interested to learn more about this project visit www.newcommunitycollege.org or contact Dr. Lenaire Ahlum at svcep01@newcommunitycollege.org or call 570-898-4334.

Are your trees in good standing?

TURBOTVILLE - Ever look at a tree on your property that probably needs attention and you don't know where to start? Starting this season, Lemur Tree Care wants to help you take the guesswork out of the equation.

Owner Austin Fiedler is offering a Tree Assessment so you know where you and your tree "stand".

"It will allow you as the client to see the trees the way we see them," Fiedler said. "We'll put a description on the form to give you our perspective.

"We look at more than just where the tree is, species, structure, deadwood...We also look at what's the relationship you have with this tree, like value. And, not just money value, but what kind of memories do you have wrapped up in the tree."

In the assessment, it can also make a plan of how Lemur Tree Care can help you best, whether they handle all of the work, or leave behind brush and debris for you to dispose of.

The form covers: access, root system, trunk structure, canopy structure, dead material, former pruning, tree spacing, sentiment-



Austin Fiedler, owner of Lemur Tree Care, examines at maple tree as a part of his business's new tree assessment for 2021.

tal value, investment, knowledge and ability to work with tree, potential targets, target impact and wind load. All assessors have forestry and dendrology education from Penn State affiliated schools, and tree structure knowledge was acquired through the American National Standards Institute.

To schedule an appointment, call 570-490-1775 or austin.fiedler@lemurtreecare.com. You can learn more at www.lemurtreecare.com and on Facebook and YouTube.

Homelessness grant open to Milton residents

MILTON - Residents at risk of losing their housing in Milton may be eligible to receive up to \$5,000 to prevent homelessness.

The Resident Subsistence Program is being offered in response to the COVID-19 pandemic to support hard-hit residents and is funded with a Northumberland County entitlement Community Development Block Grant-CARES Act (CDBG-CV).

The grants can be used to pay utility payments to prevent cutoff of service and rent/mortgage payments to prevent eviction.

Each eligible family may receive up to \$5,000, paid directly to the mortgage holder, landlord, or utility company on their behalf. Funds will not be given directly to families. Assistance is available for up to 100 days per family.

Applications are now being accepted. While there is no deadline to apply, the program is on a first-come, first-serve basis and ends when the funds are spent.

The Salvation Army will provide the grants to Milton residents, as allocated by the Borough of Milton. The Salvation Army is managing the program on behalf of the Borough. SEDA-Council of Governments (SEDA-COG) is administering the CDBG funds and ensuring compliance.

Applicants must be at risk of losing their housing and must provide documentation of it. Assistance can be made to families whose income is at or below the HUD Section 8 income limits for Northumberland County at the time of application. Applicants must complete an income verification interview to qualify for this program.

For more information or to set up an appointment to apply, Milton residents may contact Valerie Harris at 570-742-4231 or Valerie.Harris@USE.SalvationArmy.org. You can find much more information related to COVID-19 on the Central PA Chamber's dedicated webpage at www.centralpachamber.com/covid-19.



Thank you to Contrast Communications and Image One Technologies, who were in our building recently to make some wonderful upgrades to our wifi! We and our many members that hop online here really appreciate it! At left is technician Rob Jenkins of Contrast, and at right, is Ryan Ferry of Image One.



Susquehanna Community Bank donated \$1,000 to North Central Sight Services through the Educational Improvement Tax Credit (EITC) Program. Kryisia Ziegler, Community Banking Officer of Susquehanna Community Bank (center) presented the check to Brian Patchett, President/CEO, and Amy Alexander, Director of Development. For over sixty years, NCSS has assisted individuals who are blind or visually impaired to maximize their quality of life.

CENTRAL PAL CHAMBER OF COMMERCE Pledged Asset Loan

To support its Vision of "Helping Our Region Grow", the Central PA Chamber of Commerce is offering Pledged Asset Loans (PAL) to member businesses and organizations that need help in securing business loans.

For more information, visit: www.centralpachamber.com/pal.

"It was pretty much a seamless transaction with you guys, and it certainly will make things easier for me to do the renovations as opposed to having to use all of my cash...I'm certainly happy to suggest or encourage anyone who is looking to purchase to chat with you on how you can help them."

-Ann Hilliard, RE/MAX Bridges

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Business & Education

BINGO!

Thank you to everyone who attended or otherwise supported our St. Valentine's Lottery Bingo on Feb. 5 at D & S Event Center, Milton! Net revenue for our Central PA Business & Education Association came in at over \$4,700! At right, Central PA Chamber Education Coordinator Michael Porter says 'thanks for the love' as he displays the lottery ticket prize packs that went to the winners. Below, at left, is volunteer Ashley Parrish, Financial Solutions Center Manager for First Commonwealth Bank - Lewisburg Weis, along with the Financial Solutions Specialists who came out to play - Jasmine Tarver, Jean Rupert, Cheyenne Seidell, Briann Hamm and Autumn Scoviak-Pfirman. At the bottom is Shaun Levine of kinetic Business by Windstream, along with his girlfriend, Sarah Peddie, who was one of the lucky winners! If you would like to be involved with the next bingo fundraiser, contact Porter, at 570-742-7341 or mporter@centralpachamber.com.



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Seminar & Training Series



In early February, Central PA Chamber Communication Director Jeff Shaffer presented 'How to Deliver a Great Elevator Speech' to a small group in The Smith Room. At every Breakfast Briefing event, guests have the opportunity to give an elevator speech. Structuring an elevator speech the right way is important in order to make a great first impression. This training will be offered, again, on June 2 and Sept. 1. To register, visit www.central-pachamber.com/events.

Find the latest Seminar & Training class information @ www.centralpachamber.com/events

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Michael's Minutes



A defining activity

"BLSV was a blast from day one. I met new people, many from schools I would never have interacted with otherwise. I was engaged by interesting lessons and knowledgeable presenters. I was laughing, learning, and taking hold of my future all at once ... BLSV is great because of the curriculum, and the real-world skills you won't get anywhere else, but what makes me so quick to recommend BLSV to next year's juniors is the connections one can make here. I feel like I am walking out of here today with a host of brand-new memories and friends. And, that is more valuable to me than anything. So, in the end, what I guess I'm trying to say, is that BLSV was very easily the defining activity of this year of school." – Declan McPherson, BLSV Class of 2019

Declan's words hold the key to what we do each month with these students. Building Leaders for the Susquehanna Valley is a program designed to help students develop the leadership skills to lead our region in the present and future. However, what Declan shows us is the importance of networking with other students and developing bonds that can last a lifetime! BLSV is a great opportunity for any student to grow in many ways both personally and professionally. With each year of this program, I hope each student leaves feeling like Declan did, like it was the "defining activity of their school year" because it is the defining activity of my year. Seeing the growth that each of these students make is one of the most rewarding aspects of my position with the Central PA Chamber.

BLSV is just one of many programs that the Central PA Business & Education Association offers to help impact local students. Along with B&E, there are many non-profit members within the Chamber that impact our students and many other individuals in our region. On March 10 and 11, Raise the Region 2021 will begin and offer you the opportunity to support B&E and many of our non-profit members! I highly encourage you to join in donating to at least one of these organizations to help them to achieve their goals for the 2021 calendar year as they work to achieve their missions through uncertain times.

If you would like to learn more about Raise the Region 2021, and search for your favorite non-profit, visit: www.raisetheregion.org. For a full list of Central PA Chamber non-profit members, those can be found at www.centralpachamber.com/membership/membership-directory and browse by category for "Community & Non-Profit".

Michael

Michael Porter
Education Coordinator
mporter@centralpachamber.com



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Jessica's Jottings

We're still here



This month marks one year since our state began its mitigation efforts against COVID-19. It is hard to believe everything that has happened and is still happening to this day. As we move into this "anniversary", I would like to take the time to reflect and offer my hopes for the future. One year ago, I will venture to say a lot of us were thinking about warmer weather and getting ready to celebrate Easter and another spring. Little did we know that our holidays would be changed and even having those family get togethers would be difficult. I remember just celebrating my daughter's fourteenth birthday and then "BAM", she is done with going to school for the year! Next, we dealt with continuing some form of education and myself working from home trying not to be too distracted. After making sure my family was taken care of, now comes the thought of how do I help those businesses and organizations that I get up every day for as well?

This question proved to be less scary once the Chamber team put its heads together. Even working from home did not stop us from creating a game plan and executing it at a high level. We set out gathering as much information as we could for our members and making sure they had a safe and easy way to obtain it. We made sure from that point on that everyone was able to keep themselves informed, and that they knew we were available for any reason. This is when we took the time to reach out to our members and let them know we were here to answer any questions, find resources, and even just listen if they needed to get stuff off their chest.

After witnessing as much as I have this past year, I say with complete confidence that the Central PA Chamber of Commerce was the best career choice I have ever made! Being a part of this team has given me the opportunity to help others and be a part of so many success stories. To have the support of our members and see them innovate their businesses during this time is a beautiful sight to behold. I am extremely pleased as well that we have been able to reach out to more businesses in Central PA and let them learn more about the Central PA Chamber of Commerce.

They say a phoenix rises from the ashes and this region has risen beyond expectations! Our phoenix is strong and beautiful, and trust me, we are not done rising by any means!

Jessica Williams
Finance & Membership Director
jwilliams@centralpachamber.com

"Members Recognized" (from page 13)

Marshall Golla is a founding partner at Kreisher Marshall & Associates, LLC in Bloomsburg who specializes in all areas of elder law. She is one of only 66 certified elder law attorneys (CELA) in Pennsylvania, a distinction earned from the National Elder Law Foundation as authorized by the PA Supreme Court. A native of Indiana, she obtained her BA from Purdue University and later obtained her JD from Western Michigan University – Cooley Law School. She is a member of the Pennsylvania Association of Elder Law Attorneys, National Academy of Elder Law Attorneys, Pennsylvania Bar Association, Columbia-Montour Bar Association, and is an accredited attorney with the Department of Veterans Affairs.



Marissa Marshall Golla, Esq.

Mathias retired in 2019 after 35 years at Central Columbia School District as a teacher, administrator and coach, including the last 19 as superintendent. He has since formed a private consulting firm to assist school districts and other entities with leadership development skills. This work includes professional development for regional superintendents, business administrators and curriculum specialists.



Harry Mathias

Additionally, Mathias works with the Pennsylvania School Boards Association doing legislative advocacy with legislators and regional school districts. He also teaches graduate classes for Delaware Valley University and assisted the Columbia County Commissioners by overseeing their COVID-19 CARES Block grant program. Motto is the Director of Investment and Endowment Operations at Bucknell University. Having grown up in Northumberland and graduating from Shikellamy High School, she chose to stay local to pursue her higher education, earning her Bachelors in Business Administration from Susquehanna University and MBA from Penn State. Following a career in corporate commercial banking, Motto turned to higher education serving Susquehanna University for a few years



Angela Motto

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before realizing her passion for investing. She took a leap of faith, dedicating personal time to pursue her securities license and joined forces with a local IRA to build a Financial Planning Firm. In 2015, she was awarded an opportunity to work for the Endowment at Bucknell University. Aspiring to always improve, she completed her Certification in Performance Measurements designation from the CFA Institute in 2018.

And, Community Giving Foundation: Selinsgrove also welcomed four new board members. They are William Bucher, Malcolm Derk, Dr. Frank Jankowski and Sara Lauver.

Bucher is the owner of William D. Bucher, CPA in Selinsgrove and specializes in individual and small business taxation. He is also the President of Keller's Beer in Selinsgrove, a family-owned malt beverage distributor that has served the Susquehanna Valley for over 70 years. He received his BS in Accounting from Susquehanna University.

He currently also serves on the board of Selinsgrove Projects, Inc. He has previously served on the board of Summer Seals Day Camp and several other boards primarily focused on serving the needs of youth in the Selinsgrove area.

Derk supports the president's office of Susquehanna University in advancing institutional priorities, government affairs, and community engagement as the Interim Chief of Staff and Director of Grants & Foundation Relations. As director of grants, he works closely with faculty and staff to leverage external funds to support student-faculty research and institutional priorities.

The successful grants portfolio includes funding from the National Science Foundation, National Endowment for the Humanities, U.S. Department of Education, U.S. Department of Justice, and foundation partners. Prior to joining the team at Susquehanna, he served ten years as an elected county commissioner in Snyder County, providing executive and legislative leadership in managing the county budget and personnel.

Derk also serves as president of Selinsgrove Projects, Inc., a community revitalization organization that supports business and community engagement in the Selinsgrove Borough.



William Bucher



Malcolm Derk

Dr. Jankowski is the Superintendent of Schools within the Selinsgrove Area School District. In this role, he works with school district leaders and community members to enhance academic, extra-curricular and societal opportunities within the Selinsgrove community. He understands both the importance and the complexity of leading a public school district. He consistently collaborates with school district personnel to elicit feedback from various stakeholders within the school district community. Community awareness is a vital component of an educational leader who looks to enhance the opportunities afforded to students while also leading the way for continued community development.

Lauver is the Associate Director of the Pennsylvania Early Learning Investment Commission, a group of over 50 business leaders appointed by the Governor to work to improve tomorrow's economy through smart policy and investments in today's young children. Prior to joining the commission, she spent seven years as the Director of Community Impact for Greater Susquehanna Valley United Way. She has a love for radio news and works as a part-time anchor and reporter for Sunbury Broadcasting Corporation. Lauver volunteers as the chair of the Selinsgrove Farmers Market and serves as an elected member of the Selinsgrove Borough Council.

She has degrees from both Susquehanna University and Walden University, and is a graduate of Leadership Susquehanna Valley and the Office of Child Development and Early Learning Policy Fellowship programs.

For more information, visit www.csgiving.org or call the Foundation at 570-752-3930.



Dr. Frank Jankowski



Sara Lauver

Breakfast Briefing



Thank you to everyone who attended the Breakfast Briefing on Feb. 12, including our event sponsor Raceway Mobile Self Storage! Pictured is Scott Moll of Raceway Mobile Self Storage as he talks about the history of the business as well as its many services. Contact them for your storage and moving needs! Call 570-971-8093 or e-mail racewaystorage01@gmail.com. Learn more at www.hrselfstorage.com. Want to join us for an upcoming Breakfast Briefing? Visit www.centralpachamber.com/events to register. Seating is limited to allow for social distancing. Please, wear a mask.

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BREAKFAST BRIEFING

7:30 to 9 a.m. Friday, March 12 @
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Spring 2021 Session (in-person)
9 to 11 a.m. April 21 & 28, May 5 & 12
Contact Jeff Shaffer at
jshaffer@centralpachamber.com
or visit www.centralpachamber.com/rtb
to learn more!

Raising the Board is a program of the Central PA Chamber of Commerce.

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