

# Green Business of the Year





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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.

## The Inside Scoop

What a nice visit we had with the winner of the 2021 Green Business of the Year Award. They have a great and fast growing team, meaning more production and more business. What's also great is that they haven't lost sight of the resources they use and how they end up. Between a great overall score and this effort, they edged out many other deserving win-



ners. The Chamber staff can only imagine how hard it will be to pick next year's recipient!

Learn more about United Plate Glass, and how they came out on top, starting on the next page. Congratulations!

Also this month, we celebrate some special milestones in the lives of our members, including a long-time law practice in Milton (page 11) and a businesswoman who has served generations worth of customers (page 15).

Another member, one located all the way in Texas, hit an impressive number in the last year, too, in spite of COVID-19. Read the story of ZenBusiness on page 13.

There were several recent reasons to celebrate, including back-to-back ribbon cuttings on April 6 in Lewisburg. We commemorated the new locations of Edward Jones and VNA Health System/Lewisburg Home Health & Crossings Hospice. Catch up on the news on page 15. And, Warrior Run School District is bringing a "state-of-the-art" elementary school to its campus. Read about the groundbreaking and more on page 19.

There is a slew of events that are fast approaching all across our region, both in-person and virtual. You can find out the latest event information starting on page 6.

All of this news and so much more! Enjoy the issue!



Jeff Shaffer, Editor Communication Director jshaffer@centralpachamber.com

### It's Your Business Deadlines

June Issue
News/Ads May 16 -- Flyer Inserts May 19

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

Find FREE copies of *It's Your Business* at these Chamber member locations (availability may vary):

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# Green Business of the Year

SUNBURY - Congratulations to United Plate Glass, named the 2021 Green Business of the Year by the Central PA Chamber of Commerce.

Each year, on Earth Day, the Chamber names a recipient of the award, based on the green business recognition applications it received through its web site over the past 12-24 months. All Central PA Chamber members that complete the form are eligible to win.

Businesses are given a based on their score green" efforts. United Plate Glass scored high in many of the program's cateincluding: Recy-Prevention, cling, Purchasing and Energy & Water Conservation. That is then combined with an optional section that provides more details about green" efforts.

Nate Lawrence, President of UPG, shared that the company fills a container with 30,000 pounds of glass in nine months, and it is then taken to be recycled. In addition, around 200 pounds of aluminum is recycled about every two weeks. This all comes in the form of scrap from the fabrication shops and from job sites.

It was Lawrence, hired about five years ago, who noticed the amount of used and scrap material that was headed to the landfill. Based on his previous experience in glass manufacturing, he worked with sister company Zartman Construction to make the extra effort to recycle.

"We're proud of the fact that we're able to recycle the materials we touch," he said. "We're excited to have won the award!"

Nate Lawrence, President of United Plate Glass, Sunbury, stands next to a large bin of scrap and old glass that will be taken to a recycler and made into other glass-related products. He estimates UPG recycles around 30,000 pounds of glass every nine months, in addition to 200 pounds of aluminum every two weeks. On the cover: Lawrence is presented with the 2021 Green Business of the Year Award by Central PA Chamber President & CEO Tea Jay Aikey.

See "Green Business" (on page 14)

# Chamber internationally recognized

MILTON - Usually being the one to recognize others for their "green" efforts, the Central PA Chamber was recently recognized by the "Chambers for Sustainability" Coalition, an international network of the U.S. Green Chamber of Commerce.

In its announcement in mid-April, they posted "Located in rural Pennsylvania, the Central PA Chamber of Commerce works collaboratively with their members to help grow local businesses. Their Green Business Recognition program makes them our Chamber of the Week! Through their Green Business Recognition program, they encourage green business practices throughout their rural community. Those who are recognized are featured on the chamber's company web site and the subject of an article in the Central PA Chamber's monthly magazine, It's Your Business. As the Central PA Chamber of Commerce says 'Green business is good business,' and together we can encourage more green businesses."

"It was certainly a nice surprise by our friends with the 'Chambers for Sustainability' Coalition and certainly unexpected," said Tea Jay Aikey, Central PA Chamber President & CEO. "Like anyone else, we're happy to play a smart part in the well-being of the community and world we share."

The U.S. Green Chamber of Commerce is excited to build the largest international Coalition of Chambers of Commerce, with a particular focus in helping businesses become more sustainable. Through this, they hope to establish more effective collaboration through a diverse and extensive network of chambers from all backgrounds.

This selective networking program looks for those with a passion for a better future, and those that want to see their business members grow alongside them.

For more, visit: www.usgreenchamber.com/chapters/coalition.



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## New Members

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Beach Haven, PA 18603
570-989-2175
saverivercottage@gmail.com
Andrew Hertzler - Owner
https://www.airbnb.com/rooms/48501871?guests=1&adults=1

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Harry Hinkle - Director of Community Outreach

https://missionautismclinics.com

Your child's achievement is our mission. We provide the highest quality, individualized ABA therapy for children with autism. We help children with autism achieve the next level of independence based on their unique needs and strengths.

Summer Breeze Stables 186 Shin St. Milton, PA 17847 570-412-0771 jan@summerbreezestables.com Jan Phillips - Owner www.summerbreezestables.com

Located in beautiful central Pennsylvania, Summer Breeze Stables is an excellent place to experience all the benefits of horse-ownership and horse-riding. Owned and operated by Jan and Harry Phillips, Summer Breeze Stables offers certified instruction in hunter seat equitation from beginner through advanced rider levels and for riders of all ages. We offer excellent boarding and riding facilities, sales assistance and consultation, summer day camps and shows.

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187 W. Haas Manor Road
Sunbury, PA 17801
570-286-5980
bobbiejosprenkle@gmail.com
Carolyn Sprenkle - Owner/Operator
https://www.facebook.com/Sunny-Hill-Golf-Course-Driving-Range-461358624240712

A 1099-yard executive par-4 golf course and driving range with cart rental, club rental and membership.

Landis Originals 5 N. 3rd St., Ste. 1 Lewisburg, PA 17837 570-939-9675 alandis@landisoriginals.com Andrew Landis - Owner https://landisoriginals.com

Landis Originals uses cutting-edge technology to design and create personalized gifts, custom products and prototypes.

Danville Business Alliance 620 Mill St. Danville, PA 17821 570-284-4503 info@visitdanvillepa.org Rebecca Dressler - Executive Director https://visitdanvillepa.org

The Danville Business Alliance (DBA) is the community's convener of public and private sector resources, experts, and entrepreneurs intent on making downtown Danville a livable and vibrant district.

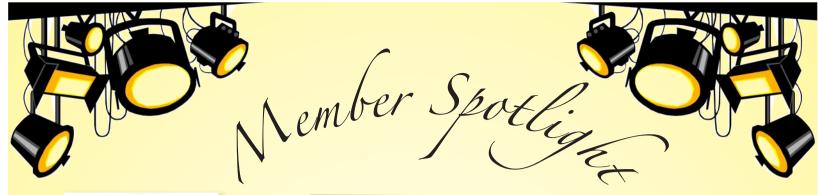
The Blooming Rooster / A B Blossoms Too 30 Elm St. Milton, PA 17847 570-594-1164 thebloomingrooster@gmail.com Susie Gearhart - Owner

https://www.facebook.com/thebloomingrooster

The Blooming Rooster Floral and Gifts has been hand-delivering premium floral arrangements and gift baskets to help strengthen relationships, give love and support, and celebrate life's special moments since 2020. From birthdays to anniversaries to commemorating a loved one, and every little "just because" moment in between. With FREE\* Same Day Delivery in the Milton, PA area, we are dedicated to helping you find the perfect flowers to deliver your message and enhance your special occasion. Our stunning arrangements will allow nature's beauty to inspire your special moment. And, because we are a local florist dedicated to your satisfaction, you can always expect your needs to be treated with all the attention to detail they deserve.

Lycoming Digital Copier 5318 Lycoming Mall Drive Montoursville, PA 17754 570-435-7505 kevin@lycocopiers.com Kevin Miller - President https://lycocopiers.com

Our employee owned company provides the local area with 87 years of combined experience that we have gained by forming working & personal relationships with our customers from equipment sales to network/connectivity in your office as well as training, servicing and maintaining supplies for everything as well.





### What makes your organization unique?

BVRA is the home of the Lewisburg Community Pool and Energy Gymnastics Center. For over four decades, it has been a valuable community resource providing recreation programs, tennis courts, the ever-popular skateboard park, summer camp, swimming and diving lessons, the summer pool experience, picnic facilities, recreational and competitive gymnastics, and martial arts.



### **Shirley Brough, Executive Director**

(570) 524-4774

director@bvrec.org

www.bvrec.org

### What is your Mission Statement?

In partnership with our community, Buffalo Valley Recreation Authority strives to provide comprehensive park and recreation programs, accessible facilities, and services which respond to changing needs within our communities. We strive to preserve, enhance, and protect our open spaces to enrich the quality of life for present and future generations in a safe and secure environment.

### How many do you employ?

BVRA's employs 15 full and part-time employees year-round. Summer seasonal employment elevates total employee count to around 60 individuals.

### Words to live by?

"A community that plays together, stays together."

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

- Continuing the mission of BVRA through community program development and volunteer engagement.
- Overcoming the impact that the COVID-19 pandemic has created for BVRA programs and operations.
- Develop long range capital plans for the sustainability of the St. Mary Street Park facilities, playground equipment and Pool.

Sandy Stone, Marketing Assistant

(570) 935-0129

419 Market St., Lewisburg

www.proveng.com





### What makes your organization unique?

Dwell is a non-profit that serves foster and adoptive families after placement of children. There is no other organization like Dwell in Central PA.

### How do you market your business?

Through social media, word of mouth and our web site.

### What is your Mission Statement?

We exist to support foster and adoptive families in Central PA so that children have a safe, loving, forever home in which to dwell.

#### How many do you employ?

One full-time and two part-time.

### Advice to those who own a business?

Don't be afraid to collaborate and share resources.

### Finish this sentence - "On a day off I..."

"am usually celebrating my kids at one of their events. I love it!"

### Words to live by?

"Don't ask what the world needs. Ask what makes you come alive and go do it. Because what the world needs is people who have come alive." ~ Howard Thurman

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

Generosity, compassion and transparency

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

Self starters, able to anticipate a need, strong interpersonal skill, loyalty, knowledge of the cause.

# Want to appear in the Member Spotlight?

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





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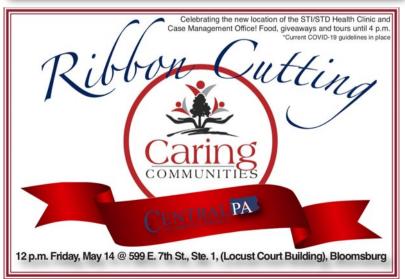
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# What's Happening















## Now Enrolling

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VISITOR CENTER REFERRALS



DISTRIBUTION

The Susquehanna River Valley Visitors Bureau invites you to partner with us in marketing your business to residents and visitors alike. A recent study indicates that visitor spending in the Susquehanna River Valley is over \$400 million annually! The SRVVB can help you market your business to these tourists for just \$100 (less than \$7/month through June of 2022) in what we hope to be a Year of Recovery for our region. With this offer you will receive year-round benefits with the SRVVB, including:

- Listing: 2022 Guide to the Susquehanna River Valley
   Annual print publication with over 50,000 copies
- Listing in appropriate Special Interest Brochures
- Listing in appropriate special interest brothur
- Listing: VisitCentralPA.org
   Our website receives over 145,000 visitors annually
- Listing your events on our on-line Calendar of Events
   The most viewed section of the website
- Promotion on the SRV's Facebook page
- The page has over 20,000 followers
- Facebook Event Co-hosting: SRV's Facebook Calendar
   SRV Co-hosted events have reached over 60,000 people in the last 28 days
- Events and sales promoted in our e-weekly newsletter
   Sent to over 4,000 subscribers
- \* Exclusive referrals to outside callers, travel writers and
- visitors to our Visitor Info Center

  Showcase your business in attractive display cases
- At our Visitor Info Center, Rt. 15 Lewisburg
- Distribution of your brochures/rack cards
- At locations throughout eight counties

The \$100 membership offer entitles you to full partnership benefits with the SRVVB through June of 2022. That is over a year of marketing promotion for less than the price of a newspaper or radio campaign!

Contact Judy Machesic at <u>Judy@VisitCentralPA.org</u> or 570-524-7234 for more information... Also ask about our upcoming *free* website only listing Rise and Shine promotion.



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

Date	Event	Location	Time	Cost
5/12/21	De-risking Robotics	Webinar	2 to 2:35 p.m.	Free
5/20/21	Improve Your Bottom Line: Reduce Metal Manufacturers Process- ing Energy and Waste	Webinar	11 a.m. to 12 p.m.	Free
6/9/21	Artificial Intelligence in Vision	Webinar	2 to 3 p.m.	Free





570-577-1249 www.bucknell.edu/sbdc

Date	Event	Location	Time	Cost
5/11/21	Breaking Brand: (#2) Using Design to Sell Your Brand	Online	12 to 1 p.m.	Free
5/18/21	Breaking Brand: (#3) Authentic Storytelling & The Use of Multimedia	Online	12 to 1 p.m.	Free
5/25/21	Breaking Brand: (#4) Harnessing Social Media & Strategic Marketing	Online	12 to 1 p.m.	Free

## Membership Renewals

(As of April 14, 2021)

Susquehanna Community Bank - West Milton Susquehanna Community Bank - Beaver Springs Susquehanna Community Bank - Lewisburg Susquehanna Community Bank - Mifflinburg Susquehanna Community Bank - Northumberland Susquehanna Community Bank - Watsontown Columbia County Bread and Granola Aim Advertising Milton Area Athletic **Booster Club** Sustainable Energy Fund Community Giving Foundation The Northumberland National Bank - Northumberland

Nu-Tec Tooling Co. Clark Technology Systems Steve's Power Washing Hiller Architectural Group First National Bank

- Watsontown First National Bank - Lewisburg

PHOENIX Rehab. & Health - Sunbury

One Group Insurance Spruce Run Tax &

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Providence Engineering Corporation

LandPro Equipment LLC

- Watsontown

LandPro Equipment LLC Pfeiffer-Naginey Insurance The Lewisburg Downtown Partnership

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Performing Arts

Heaven's Best Carpet Cleaning

Heaven's Best Service Group

Kost Tire & Auto Service

Susquehanna Valley Limousine

Susquehanna Valley

Taxi Service

Bodmer Family Footcare PC Hometown Disposal Family Care for Children

and Youth



Our sincerest apologies to our friends at LIVIC Civil! We made a typographical error in our 2021 Member Directory. You can learn more about their services, including: site/civil engineering, land development, traffic, transportation, GIS, landscape architecture and municipal engineering services by visiting: www.liviccivil.com. Tell them the Central PA Chamber sent you!

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

## **National Senior Health and Fitness Day**

LEWISBURG - Evangelical Community Hospital, in partnership with The Miller Center for Recreation and Wellness, Lewisburg, is National Senior holding Health and Fitness Day from 12 to 2 p.m. Wednesday, May 26, at the Miller Center.

The event is sponsored by RiverWoods Senior Living Community. This program is free, presented in a safe, drive-through format, and open to the public.

This 28th annual event is the largest of its kind held for older adults. It is deto provide overview of resources available in the local community to keep aging Americans healthy and fit and allows participants to learn methods for making positive changes in their lives.

The free event is drivethrough format and individuals are invited to attend to receive a bag filled with health and wellness literature and information that relates to adults ages 55 and beyond. The bag will also include giveaway items generously donated by local organizations and businesses. The first 100 attendees will receive a free umbrella. Participants will be encouraged to take a walk on the Buffalo Valley Rail Trail durthe event wearing masks and respecting physical distancing guidelines.

Attendees should arrive by vehicle at The Miller Center main entrance facing Giant. Directional signs will guide participants to the bag pickup area. Virtual education programs will be made available throughout the

www.evanhospital.com. Virtual Programs include:

- A tour of the RiverWoods Community presented by Allison Kauffman, Residen-



tial Sales Counselor, explor ing living options and highlighting wellness opportunities and amenities available to RiverWoods residents.

- Buffalo Valley Police Chief Paul Yost will present "Avoid Being Scammed", a focused presentation on how you can protect yourself while online and avoid the pitfalls and perils that await Internet users.
- "The Importance of Staying Active" will be presented by Janice Leeser, a Certified Personal Trainer at the Lewisburg YMCA at the Miller Center. The presentation will stress the need to continue movement in life as a "use it or lose it" ability. Leeser will demonstrate simple techniques that can be used anywhere, anytime to add productive movement to daily activities.
- Janine Fee, MS, MPT, Physical Therapist at Evangelical Community Hospital will present "Are You Feeling Off Balance?" The presentation will explore the human balance system and how a disturbance in that system can impact daily living. Fee will address vertigo, how inner ear anatomy plays a role in the condition and treatment options.

More information about the event is available by calling Evangelical Community Health and Wellness at 570-768-3200.

The Mifflinburg Heritage & Revitalization Association presents two great events!



## THE SIDERING FILEGRIF FESTIVALE & RITHS DARTY

Mifflinburg VFW Carnival Grounds - 11 a.m. to 9 p.m.

Saturday, May 22, 2021

Tickets: \$40 at www.mifflinburgpa.com Free Parking & Admission to Grounds - Grab a lawn chair & stay the day!



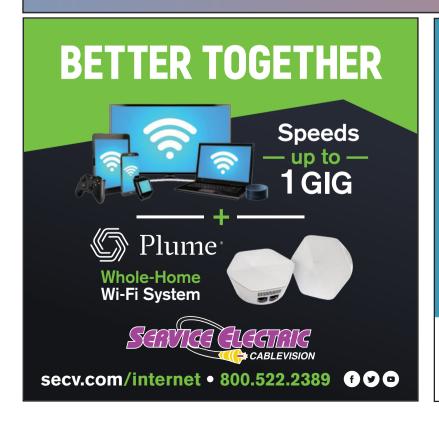
The Blues Festival begins at 11 a.m. with Blue River Soul followed by The Gabe Stillman Band, The Alexis P. Suter Band and Ray Fuller & the Bluesrockers! We ask for a Donation if not tasting

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www.mifflinburgpa.com for event, vendor and ticket info • mhra@dejazzd.com

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## Time with Tea Jay

### **Dedicated to serve**

This story goes back to the late 1880s. "One cold, rainy night, an elderly couple walked into a small hotel in Philadelphia to shelter from the storm. The clerk, a young man, tried to accommodate the couple, but



unfortunately, the hotel was completely booked. Not wanting to send them out into the rain, and seeing no other alternative, he offered them his room for the night. 'It's not exactly a suite, but it will make you folks comfortable.' Hesitantly, the couple took the clerk up his offer. After a night's rest, the gentleman while paying the bill the next morning, told the clerk that he was touched by his gesture. He would be ideal to run the best hotel in the U.S., he said. 'Maybe someday I'll build one for you,' is what he is rumored to have said.

Two years later, the clerk received a letter recounting that fateful night in Philadelphia, along with a ticket to New York. The elderly gentleman was William Waldorf Astor, and he wanted the young clerk to manage his new hotel. The young George C. Boldt accepted the offer and the rest, as they say, is history. Some call it the origin of the Waldorf principle of selfless service; others an urban legend. But what is certain is that the hotel and Boldt changed the hospitality sector, introducing the concept of 24/7 room service and other revolutionary practices that went on to become the norm.

Over 120 years later (in 2017), the hotel is set to close for renovations that will take at least two years. Now would be a good time to check in to the hotel, take in its rich history and chomp on that iconic salad. And, remind yourself that good things do happen to good people."

This story was shared by Smitha Menon, Conde Nast Traveler, and it's great to see how a desire to help others turned full circle! With the employment market in such a disarray, it is incredibly challenging in all industry sectors throughout the Commonwealth to have the staff needed for every facet of daily operations. This struggle is beyond belief to many, but is most definitely a major situation that is detrimental to our region's economic livelihood. Believe it or not, there is a labor shortage.

After hearing the daily struggles of local business owners who have made it through the COVID-19 Pandemic, they are now faced with a labor shortage that is unfathomable.

This region has a deep-rooted history of an amazing work force and work ethic, and we should keep it that way for the long-term. The Central PA Chamber is doing what it can with each situation brought to us, and we have been trying some uncommon ways to find employees for our members who are facing a labor shortage. With so many job opportunities everywhere we look, there is something we can do is set ourselves apart from others. What do I mean? Don't just do the standard help wanted ad. Make yourself known! Yes, employees want to know the pay rate, benefits, and hours, but what about the factors that makes an employee stay? Great leadership, a team environment, employee appreciation, achievement recognition, safety priorities and advancement possibilities are few. I think you see where I am going with this. Let's conquer this labor shortage issue. Talk to me, and let's see how the Central PA Chamber can help!

Leafay

Tea Jay Aikey President & CEO tjaikey@centralpachamber.com

## **Chamber Blood Drive**



Thank you to Chenelle Shaner of Nature's Medicines, Selinsgrove, and the other 28 donors who came out to our American Red Cross Blood Drive on March 30! Altogether, 31 units were collected, which can save as many as 93 lives! Our goal was 24 donors. Our next drive is June 28. Visit: www.redcrossblood.org, and use code "PAchamber".



# Generations of community service

MILTON - Happy 90th Anniversary to the Law Offices of Davis, Davis & Kaar! But, Preston L. Davis would be quick to tell you they're actually in their 126th year of business.

His father, the late Preston B. Davis, partnered with Harry W. Chamberlin, who opened his practice in 1895. Sadly, it came to an abrupt end in 1934, when Chamberlin was killed in a vehicle accident traveling with another man to Harrisburg.

"That dumped a lot of dad," Davis said.

But, clearly, he was up for the task. Preston B. worked with other attorneys as needed, but his son didn't come on board until 1961 after completing college. There was nothing else the young Davis thought about doing as a career.

"It was just appealing to me," he said.

Davis then saw himself taking on more responsibility early in his career, when his father

served as a state senator from the mid 1960s to the mid 1970s. Davis also assumed the role of Northumberland County Solicitor when his dad resigned the role for the senate seat.

It was in that timeframe that R. Michael "Mike" Kaar came onto the scene, a vietnam veteran who admitted he "didn't have a clue." In late 1969, he joined the father and son team. "I was duly impressed by (Davis) and his father," Kaar said. "I still go to his office asking for his opinion. He's very ethical." Kaar made partner in 1973, and it's been Davis, Davis & Kaar



From left, Preston L. Davis and R. Michael Kaar stand at the front doorway of Davis, Davis & Kaar at 37 N. Arch St., Milton. They have been a team for more than 50 years, carrying on the legacy of Preston B. Davis and Harry W. Chamberlin. They remain ready and waiting to serve area people and families through life's big events.

ever since. The elder Davis retired in the mid 1980s.

Between Davis and Kaar, they have seven children, but none have shown interest in joining the family business.

The law office is well known for its assistance in real estate, estate planning, business formation and more. Both Davis and Kaar have also been very active in the community, being a part of many clubs and organizations. Davis is also a former chairman of the Central PA Chamber Board of Directors, and Kaar recalls serving as a vice chair. In addition, Kaar said he most enjoyed trial work for a time, when he was an assistant district attorney in Northumberland County.

Davis and Kaar have more than a century of law experience between them, but they aren't ready to slow down.

"As long as I feel physically able, I'll be here," Davis said. "I don't have desire to watch TV or read."

Kaar concurs with the sentiment.

"I can't think of a day when I thought, 'Oh, I have to go to work," he said.

But, it's not merely self-interest that keeps them there. It's the way they can help others, despite business changing over time. Kaar said the system is more bureaucratic and there are more forms to complete, but working with families to buy a home or help settle the estate of a deceased loved one is very rewarding.

"We keep plugging away doing things, but we're doing different kinds of things," Davis added. "One of the key parts of it is that we're able to help people to accomplish what they want.

"It's always been a rule of thumb that the most pleasant part of any law practice is adoptions, when you can bring a child to a new family and you can see all the love. That's the great part."

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# Members Recognized

### **Central PA Chamber of Commerce**

MILTON - Chenelle Shaner, General Manager of Nature's Medicines in Selinsgrove, has been appointed to the Central PA Chamber of Commerce's Board of Directors.

She is filling the unexpired term of Ellen Ruby, Director of the Lewisburg Downtown Partnership. While Ruby stepped down from her board position to put more focus on LDP proiects, but she plans to stay active on the Chamber's Engagement Team.



"I am ecstatic about the opportunity to join the board of directors," Shaner said. "In these trying times, it is now more important than ever to focus on small businesses within our communities. I want to help improve our communities and places where we live."

The Board accepted Ruby's resignation with regret and also unanimously approved Shaner's appointment. She will have the option of running for a board seat this fall as the current term is completed at the end of 2021.

In other news, Tea Jay Aikey, the Chamber's President & CEO, was selected as one of Women in Business' Top Nonprofit Female Leaders for 2021.

Each year, the publication celebrates female leaders "who have made a dynamic and significant impact on their organizations and communities by leading nonprofit organizations."



Tea Jay Aikey

Aikey appears in the April edition of Women in Business, a B2B publication in central PA showcasing issues impacting women in the business community. It is distributed over a 23-county area to more than 40,000 readers.

### Columbia County Bread & Granola

BLOOMSBURG - The 2021 International Symposium on Bread "On The Rise" has announced its lineup of bakers, chefs and baking industry executives who will be presenting on the topic of "The Future of Bread." Among the list of presenters will be Douglas Michael of Bloomsburg and founder and owner of Columbia County Bread & Granola, Danville.

Attendees to the symposium will view the



Doug Michael

presentations virtually. According to symposium host Peter Reinhart, this will generate a worldwide audience.

Reinhart, a noted baker and author of multiple best-selling books on the art of baking bread tapped Michael to give a presentation after sampling Columbia County Bread's unique sprouted grain breads, pitas and pizza crusts.

Reinhart has often stated that, "Sprouted is the future of Bread" and that Columbia County Bread's process of sprouted sourdough makes them unique in the marketplace.

"(Doug Michael) is a recognized thought leader and innovator in the field of baking with living, sprouted grains," he said. Much of the thrust of this year's symposium will focus on the increasing consumer interest in sprouted grain breads. Michael's participation will be key to understanding the benefits of Colum-

bia County Bread's unique line of sprouted grain breads, pitas

Michael's presentation will not only delve into CCB&G's process, but also explore their unprecedented growth and recent innovations and developments that have positioned the local bakery to capture an emerging market of individual consumers, restaurants and institutions who are looking for wholesome, digestible bread options.

His presentation is scheduled for Aug. 9.

### **Evangelical Community Hospital**

LEWISBURG - Amanda Glenny, RN BSN, obstetrics nurse at Evangelical Community Hospital's The Family Place, was presented the DAISY Award on March 22.

The award is presented to a deserving nurse who exemplifies clinical expertise and compassionate care and is recognized as a role model in the nursing community.

Glenny was surrounded by her co-workers, as



Amanda Glenny

well as Hospital and nursing leadership, as she was presented with the award. She was nominated for the

award by Sara Exley, a patient from June 2020, who said the entire nursing staff at The Family Place was wonderful, but one nurse stood out above the rest.

In the nomination, Exley stated that after a post-partum complication, Glenny was a strong support to Exley and her husband, Matt, who were understandably nervous and concerned.

"Time and time again during our stay, Amanda stepped in for us to make sure the treatment was appropriate and that our concerns were being addressed. Amanda went out of her way to call the on-call doctor several times when she felt things weren't going right and advocated for updates to our treatment plan. She treated us like family," Exley said.

Glenny first became a member of the Evangelical family of nurses in 2015, when she was hired as a nursing assistant in the Nursing Resource Pool until 2016. In 2018, she returned to Evangelical, this time as an obstetrics nurse at The Family Place and has shown her dedication to her patients repeatedly. At The Family Place, she has assisted in the delivery of countless babies and provided the support needed to mothers as they go through the labor and delivery process.

Nominations for the DAISY award can be made by patients, patient family members, colleagues and providers. If an Evangelical Community Hospital nurse has displayed extraordinary clinical expertise and compassion, visit

www.daisynomination.org/ECH and fill out a nomination form. In other news, Evangelical was recently named one of America's 100 Best Hospitals for obstetrics, orthopaedics, and stroke care by Women's Choice, a consumer advisory group directed toward women.

The Women's Choice Award for Best Hospitals identifies the nation's best hospitals based on robust criteria that includes relevant clinical performance, patient satisfaction and appropriate accreditations.

Being deemed a Best Hospital means Evangelical demonstrates exceptional ratings and provides the highest level of care and commitment to its patients' health and well-being.

The America's 100 Best Hospitals scoring process is unique in that it is the only national list that focuses on female patient satisfaction. The process begins with a survey of hundreds of women. The Women's Choice award survey determines which

questions in the Hospital Consumer Assessment of Healthcare Providers and Systems (HCAHPS) survey, completed by patients after discharge, are most important to them in determining their satisfaction with their hospital stay.

### Milton Savings Bank

MILTON - Milton Savings Bank's Board of Directors recently announced a change to the executive management of the bank.

On March 22, Robert "Bob" Crane was appointed Chief Executive Officer of Milton Savings Bank. He replaced Scott Pfaff, who was with the bank for over nine years. The board is thankful for the many years of dedicated service Pfaff provided.



Robert Crane

Crane brings over 25 years of banking experi-

ence to Milton Savings Bank, most recently working for Northumberland National Bank as Chief Financial Officer. Prior to that, he was the Director of Profitability at Kish Bank in State College. Crane graduated from The College of William and Mary in Virginia and resides in Lewisburg with his wife and son.

The change in leadership will enable the bank to grow profitably, and better serve its customers and the community with new product offerings, such as improving digital banking tools, upgrading the bank's web site and other customer services.

"I am excited to work for Milton Savings Bank, which has a long, rich history in the Milton community," Crane said. "The bank takes great pride in the quality of its staff, and its family atmosphere.

"I also appreciate the board of directors of the bank, as they are committed to remaining relevant in the Milton Community. The bank is dedicated to being a strong resource for its customers and will continue to have a vital and positive impact on the community."

Milton Savings Bank, located at 80 Broadway in Milton, recently celebrated its 100-year anniversary, having started in 1920 as the Building & Loan Association of Milton. In 1955, it changed to the Savings & Loan Association of Milton, then became Milton Savings Bank in 2003.

### The Coup Agency

MILTON - The Coup Agency in Milton and Lewisburg is pleased to announce the company's top producers in both Real Estate and Insurance Divisions for the first quarter of 2021.

Madeline Castillo Hartley was the lead real estate agent for Sales Transactions for this quarter, and Chris Coup was the top office performer in Listings among all of the real estate agents at The Coup Agency.

Catherine Kramm, CISR, CLCS, CIC takes the honor for being the top sales producer in the Insurance Division for the first quarter of the year, and the



Madeline Castillo Hartley

Chris Coup

Catherine Kramm Laura Snyder

top Customer Service Representative honor goes to Laura Snyder from the Lewisburg Office.

# ZenBusiness helps 100K businesses

AUSTIN, Texas - ZenBusiness, a one-stop shop to form, run and grow a business, recently announced that more than 100.000 micro businesses have been formed using the platform since the onset of COVID-19. Business formations were on the rise before the pandemic. but over the past year, the team at ZenBusiness has seen a micro business renaissance take hold, with their customer base exploding as more and more people decided to hang their own shingle, embrace entrepreneurship and become their own boss.

"It has been awe-inspiring to see so many people take the leap towards business ownership as a means to change their lives and follow their dreams, especially in the face of such adverse conditions," said ZenBusiness CEO and co-founder Ross Buhrdorf. "Small businesses are the lifeblood of our economy and to help play a role in their growth and success is a responsibility we take seriously. The micro business renaissance is here to stay and we are excited to be along for the journey."

All in one place, ZenBusiness helps entrepreneurs form an LLC, as well as provides access to tools for banking and insurance, invoicing and payments, accounting and taxes, and web site development. Whereas in the past, aspiring business owners would need to hire a lawyer, accountant, web developer, and more, customers can get all the assistance they need in one place with ZenBusiness.

A look at ZenBusiness data trends over the past year provides key takeaways on new business formations in the wake of the pandemic, including:

- 39 percent of the new businesses founded over the past year were women-owned as opposed to 30 percent the year before, highlighting a jump in women entrepreneurs during the pandemic;
- Entrepreneurs over the age of

65 saw the biggest jump in growth, up 180 percent;

- Young entrepreneurs also saw a jump, with 18-24 year olds growing by 37 percent yearover-year;
- The largest portion of entrepreneurs are in the 25-34 year old age group (35 percent of all entrepreneurs in the ZenBusiness network);
- Regionally, California (38K),
   Texas (24K), Florida (16K), and
   New York (11K) led the way for new businesses formed over the past year;
- The most popular new businesses formed over the past year included: software consultants, truck drivers, Amazon/online sellers, real estate, arts (i.e. photography and design).

ZenBusiness polled roughly 500 customers to look at a host of factors relating to their businesses. Some findings include:

- 63 percent of respondents said the pandemic played a role in their decision to form a business:
- 65 percent expected their businesses to grow regardless of economic conditions;
- 44 percent said the main goal for starting a business was to "change their life" and 20 percent noted it was "to be their own boss";
- 80 percent of respondents said that stimulus checks would be reinvested directly into their businesses.

Since the onset of the pandemic, ZenBusiness has doubled down on efforts to help their customers and community as a Public Benefit Corporation. Early on as COVID-19 took hold, ZenBusiness established a grant program, which provided customers a financial lifeline in order to help their businesses stay afloat. More than \$100,000 was given to customers as result of the initiative, with many using the funds to reinvest and/or pivot their offerings.

For more information, visit www.ZenBusiness.com and find them on social media.

# Ribbon Cutting



Congratulations to VNA Health System/Lewisburg Home Health! We helped them celebrate their new location at 922 Buffalo Road, Lewisburg, with a ribbon cutting ceremony on April 6! VNA Health System is a non-profit Home Health and Hospice agency serving people all across Central PA. Learn more by visiting: www.vnahs.com.

From left are: Darwin Swope, representing state Rep. David Rowe's office; Congressman Fred Keller; Ron Mackley of iHeartMedia and Central PA Chamber Board Chair; Joe Scopelitti, President/CEO of VNA Health System; cutting the ribbon is Kathy Witcoskie, VP of Quality and Interim VP of the Eastern Region; Nick Knouse, CIO; Thea Schiccatano and Consuelo Hoffman of VNA; and Jim White, Community Liaison.

www.DrGeorgeJacob

BRANCH ACUPUNC

Edward **Jones** 

Congratulations to Edward Jones - Lewisburg! We helped Financial Advisor Dan Myers and Mary Wagner, Senior Branch Office Administrator, celebrate their new location at 260 Reitz Blvd., Suite B, Lewisburg with a ribbon cutting ceremony on April 6! From left, are: Jessica Williams, the Central PA Chamber's Finance & Membership Director; Myers and Wagner. Edward Jones is an investment firm that believes your financial goals deserve a face-to-face conversation. Myers 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. He works with both individuals and local businesses to provide retirement plans. Call 570-522-9960 or e-mail d.myers@edwardjones.com.



The Green Business Award is made from the top of a recycled steel drum container and was presented on April 27. A plaque will also be given to UPG, and the business will remain on the Green Business Wall at the Central PA Chamber perpetually for all visitors to see.

Previous winners of the Green Business of the Year Award, are: Bear Rental, Northumberland (2020); Columbia County Bread & Granola, Bloomsburg (2019); Pompeii Street Soap Co., Mifflinburg (2018); Arrowhead Restaurant, Milton (2017); Lawrence J. Winans, DMD, Lewisburg (2016); Hometown Disposal, Sunbury (2015); Central Susquehanna Community Foundation, Berwick (2014); and Warrior Run Petcare Center, Watsontown (2013).

There couldn't have been a better time for United Plate Glass to step up its recycling efforts, considering the growth it has also experienced over the past five years. Annual revenue has increased tenfold, from \$500,000 to about \$5 million, according to Lawrence.

"Year over year, we just continue to double volume," he said.

"We've had a lot of guys that we were able to bring on board, and we have a terrific team here.

"The team itself, they're the ones that need to be credited."

Employment jumped at UPG from 5 to 21 in the timeframe, and they continue to look for people with a little bit of skill set and "a good personality". The business located at 4762 State Route 890, Sunbury, is available for commercial and residental services all across the region and beyond.

Learn more at www.upgpa.com and find them on Facebook, LinkedIn and YouTube.

Thank you to all Central PA Chamber members who completed the Green Business Recognition Application. You do not make the Chamber staff's decision easy. For those who haven't completed the form, visit www.centralpachamber.com and look under the "Membership" tab. Who knows, you may be next year's winner! 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.



Karen Baker, owner of Wolf's Jewelry in Lewisburg, is set to retire in the next three to six months. With that, she's holding a retirement sale at her store, located at 314 Market St. Here, Baker stands next to popular Lewisburg Lamp Post Jewelry, available as a pin, necklace, pendant, earrings and charm.

# A sparkling career

LEWISBURG - The owner of a Lewisburg "gem" is calling it a career.

Karen Baker has spent a total of 42 years in the jewelry business, and she's ready to move on to the next chapter in her life.

"I want to travel and see my grandson," Baker said. "I'm not closing because of COVID. It's just time."

She envisions retiring officially in the next three to six months and will hold a "retirement sale" throughout at her shop, located at 314 Market St. It has been the home of Wolf's Jewelry since the 1980s, but the franchise has been in existence for 76 years. Baker continues to seek interested buyers of the business. They may e-mail: wolfsjewelry@windstream.net.

Baker bought the business 10 years ago from Clarence Wolf, who was preceded by Glenn and Ester Wolf, opening the Lewisburg-based icon in 1945. At one point, there were as many as five jewelry stores in the borough, according to Baker.

She got her start making and shipping jewelry in the late 1970s at Rossmoor Galleries, where a portion of Blaise Alexander Ford, along Route 45, exists today. After it closed, she began working at Wolf's, when it was located at 4th and Market streets.

Baker continues to work alongside Ed Fetterolf, who's been a jeweler for more than 30 years. And, in more recent times, her husband, Dave, has helped out since retiring from PPL Electric

They are both eager to spend time with their 4-year-old grandson, but looking back on the last 40-plus years does leave Baker with a lot of fond memories.

"It's bitter sweet, but 42 years is enough," she said. "I will definitely miss the people.

"It's amazing because you don't realize you've been here that long. I sold jewelry to customers' parents and grandparents." Sales at Wolf's Jewelry are starting at between 20 and 50 percent off.

During this time, Baker said they will continue to make repairs, size adjustments and sell batteries.

"I would like to thank all of our customers, friends over the years," she said. "I've met some very, very nice people, and it's been a pleasure to work with everybody.

"So, thank you very much for all your patronage, and on to the next chapter."

You can find the latest information about Wolf's Jewelry on Facebook.



Mostly Mutts, a no-kill animal shelter near Sunbury, announced the winners of its 'Mutts Maddness' Raffle back in February. Dave Horn of Shamokin won the top prize of \$500, while James Culp of Coal Township collected \$300 and Mandy Edwards of Danville netted \$200. Winning \$100 each, were: Lori Breech, Catawissa; Sylvia Brown, Watsontown; Andy Felix, Ashland; Susan Gerlinski, Lewisburg; Sandy Green, Selinsgrove; Jim Heggenstaller, Mifflinburg; Pat Herrick, Selinsgrove; Cindy Shamp, Northumberland; Buddy Thomas, Sunbury; and Brenda Toter, Sunbury. \$50 winners: RoseMary Alba, Shamokin Dam; Barbara Cooper, Danville; Joanne Ford, Wilburton; Linda Hetherington, Zion Grove; Kristie Kuhns, Selinsgrove; and Janice Pollack, Danville. \$25: Barry Bastian, Watsontown; April James, Sunbury; Donna McCollum, Milton; Justin Mummaw, Mount Carmel; Arlene Stugard, Muncy; Lisa Howerter, Kulpmont; Tacey Shimko, Sunbury; and Betty Snyder, Herndon. Drawing the tickets is Ian Chucoski of Sunbury Motors Co., joined by Cheryl Hill, Mostly Mutts Executive Director.



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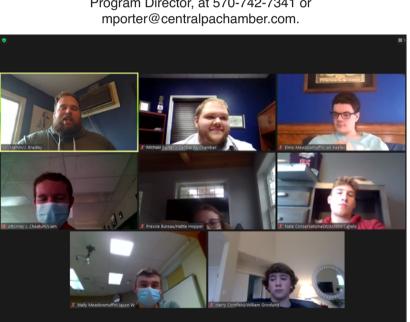
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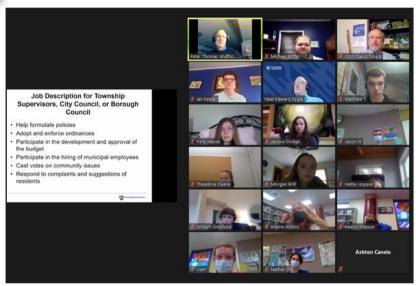
## Business & Education

# Local politics

The Building Leaders for the Susquehanna Valley (BLSV) students met in early April to discuss local government. Neal Fogle of Penn State Extension facilitated the discussion and introduced students to a broad range of topics. The students also learned how township meetings are run from Sean Levan, Montour County Conservation District Manager, and Joshua Bradley, Ag Loan Officer at Ag Choice Farm Credit. The BLSV class event participated in a mock township meeting involving a controversial pig farm operation. From right, moving clockwise: The students learn about the roles of local government leaders; Levan describes real hog farm scenario from years ago; and the group representing the hog farm form their argument in favor of the farm. Next month, the students will graduate from the BLSV program via ZOOM. We can't wait to celebrate their accomplishments over the school year. If you would like to get involved in the BLSV program, contact Michael Porter, Program Director, at 570-742-7341 or











In late February, Dori Rankinen, an Independent LegalShield Agent, presented the Seminar & Training Series Class, "Are you prepared legally for 2021?" She discussed identity theft, making a will and more. For more information, give her a call at 570-772-2423.

# School Counts!



A big 'thank you' to Marie Wagner of Marie Wagner LMT, specializing in chronic pain management and stress relief, for donating \$195 to our School Counts! program! In March, she put aside \$5 from each massage session to benefit our program, which encourages students to practice great work habits while in school. You can learn more about it, here: www.centralpachamber.com/school-counts.

And, book your massage with Marie, here: www.marie-wagner.com.

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## Michael's Minutes

Never a bad time to learn

Do you have the necessary skills to succeed in your position? Do you have employees that need specific training to become better in their position or step into a leadership position? The ability to increase your knowledge.



skills and attributes is always something that is important for you and your business to grow and succeed. Fortunately, your Central PA Chamber provides you opportunities to grow on a routine basis. The Chamber has excellent options for you to learn and/or increase leadership, technical or technological skills at any time through the Seminar & Training Series or its partnership with an online training service.

Whether you want to learn how to use Microsoft Excel more effectively, do your payroll, or learn about different OSHA requirements, our online training partnership has the video trainings you need. The Seminar & Training Series allows for you to better understand different topics by learning from your fellow Chamber members in their specific area(s) of expertise. There has been many topics, including: leadership development, how to utilize your social media advertising, and how to make sure you have a proper will.

Many Central PA Chamber members and non-members have taken advantage of our Seminar & Training Series, and yet, many have not yet. This could be because they are a small business, or they are just too busy to take that hour or two out of their day to increase their knowledge and abilities. While we all have busy schedules, it is my challenge to you to set aside one or two hours per month to invest in yourself through some sort of educational program, whether it is with the Central PA Chamber or not. The time you spend learning can truly help you both personally and professionally.

Our Seminar & Training Series courses can be found at www.centralpachamber.com/events. Once there, check out some of our upcoming classes, such as "Accountability at Work Creating a Culture of Ownership & Responsibility" presented by Angela Hummel Consulting or "How to Deliver a Great Elevator Speech" presented by Jeff Shaffer, Communication Director of the Chamber. We are holding seminars in a multitude of ways to make our participants feel comfortable in their learning environments. If you would rather utilize our online training partnership, visit: www.centralpachamber.com/online-training-courses. If you believe that you could benefit from a topic you do not see listed, or you could benefit your fellow members by teaching about a specific topic, please, contact me.



Michael Porter Education Coordinator mporter@centralpachamber.com



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## Jessica's Jottings

### A season of growth

events in person.

Since we had plenty of April showers, May looks like a perfect month for new growth! And, I'm excited to share the Central PA Chamber of Commerce's recent growth!

We are continuing to set new records for our Chamber with April putting us over 530 members! As the Membership Director, I cannot express how amazing this is and that we continue to grow and reach more businesses and organizations in our region! Not only are we seeing new members join, we are also experiencing high retention rates. Seeing members that have been involved with the Chamber for many years utilize benefits and opportunities that they never thought of before is exciting and proves our message about what the Central PA Chamber provides is getting through. Examples of this range from joining the President's Club, asking for referrals to other Chamber member's businesses, and completing Member Spotlights. There are so many ways to be an active participant with the Central PA Chamber of Commerce without having to attend

With these accomplishments happening within the Chamber, I would also like to take the time to thank everyone involved in our continued growth and success. This includes my wonderful Engagement Team that includes: Ron Mackley, Alison Hall, Brad Lawton, Jennifer Rempe, Chenelle Shaner, James White, Skyler Herb, Ellen Ruby, Pam Burns, John Machak, Lauren McDonald, Lennea Brown and Eric McDowell. These individuals are extraordinary in connecting with leads and keeping me up-to-date on new businesses entering our region. You can learn more about the committee members on our web site (www.centralpachamber.com/committees).

I would also like to thank my wonderful co-workers. Together, we are able to connect with our current members and utilize our own strengths to help their businesses grow even more. I could not ask for a better team to work with and for.

Last, but certainly not least, I would like to thank all our members for taking the time to read your e-mails, follow us on Facebook and read this magazine. Without you, we would not have work to do, and we appreciate you for keeping us busy! To those reading this that are not yet members of the Central PA Chamber of Commerce, I encourage you to check out our web site, Facebook page or even give us a call to learn more. Also, to our current members, make sure to do the same and try to utilize has many benefits that you can!

Jessica Williams Finance & Membership Director jwilliams@centralpachamber.com



## Grant to open medical lab, launch programs

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SUNBURY CENTER

SUNBURY - The Lackawanna College Sunbury Center recently received a \$12,500 grant from The 1994 Charles B. Degenstein Foundation that was used to purchase equipment for its new medical lab.

The lab houses College's Certified Clinical Medical Assistant and Administrative Medical Assistant certificate programs.

Lackawanna College created medical assis-

tant programs at the Sunbury Center with the urging of members in the Northumberland healthcare industry.

"This grant will enable our students to use state-of-the-art equipment to prepare for highpriority careers in Northumberland County and its surrounding regions," said Philip Campbell, director of the Sunbury Center. "With the assistance of this grant, we will be able to provide the Sunbury region with muchneeded, qualified medical professionals."

The medical lab includes a 450-

office and classroom space. The College purchased CPR training supplies, minor surgery instruments and blood pressure monitoring equipment with the grant funding.

> The Lackawanna College Sunbury Center's Administrative Medical Assistant program will include training in insurance and other documents, appointm е n scheduling and

front-end office skills. The Clinical Medical Assistant program will provide instruction in backend office tasks to assist in clinics, hospitals and doctors' offices.

After successful completion of the courses and a clinical externship, students will be eligible to sit for the National Health-Career Association (NHA) Certified Clinical Medical Assistant (CCMA) exam.

Visit www.lackawanna.edu/certificates to learn more about the Administrative Medical Assistant and Clinical Medical assistant programs.





On March 30, the Warrior Run School District broke ground on the future Warrior Run Elementary School on the site of the current Warrior Run Middle/High School Complex, a project several years in the making. On hand to celebrate were current and former school board members, staff and students. Pictured among this group are: Dr. Alan Hack, Superintendent; Nate Minium, Elementary Principal; Doug Whitmoyer, Board President; Tamara Hoffman, Board Vice-President; kindergarteners Emalyn Kinser and Carson Miller; first-graders MaddiLyn Hunter and Lucas Heebner; second-graders Luke Betz and Kevin Davis; and third-graders Mary Herman and Bentley Habegger. To learn more about the project, visit: www.wrsd.org.

# 'State-of-the-art' school coming to WRSD

TURBOTVILLE - Staff, students and school board members ceremoniously broke ground March 30 on the future Warrior Run Elementary School.

Officials say the fully accessible, state-ofthe-art elementary school on the existing Warrior Run Middle/High School Complex is to be completed in November 2022.

After several years of study and design concepts, the school board voted in late 2019 to approve the proposed schematics and to proceed with the design development phase of a new three-story elementary school that would house K-6 students.

The board's priorities included a centralized parking area, preservation of farmland, walkability to the main campus, and a safe inter-

campus bus loop. Over the course of the next year, the architects and engineers designed a master facility plan that also includes a stadium upgrade. The athletic stadium will include an artificial turf and all-weather track that will also act as a large portion of the stormwater management system. The stadium will hold football, soccer and field hockey games making way for new baseball and softball fields on the former soccer fields, according to officials. The anticipated completion date of the stadium is August 2022.

The new 99,000-square-foot elementary school will accommodate 700 to 850 students. The school is designed to house kindergarten on the first level, first through

third grades on the second floor, and fourth through sixth grades on the third floor. The first floor includes the music suite, gymnasium/cafeteria, library, flex space, and administrative offices. The second floor features a unique learning stair adjacent to the art and STEM learning spaces as well as the small group intervention rooms. Learning support and collaborative spaces are interspersed throughout each of the floors to enhance and support each grade level in its own neighborhood of classrooms.

The board has approved and adopted the maximum project cost of \$37 million and the maximum building construction cost of \$28.8 million for the school project.

For more information, visit: www.wrsd.org.



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Susquehanna Community Bank recently made some donations through the Educational Improvement Tax Credit (EITC) Program, including to Meadowbrook Christian School near Milton. From right, Kate Troxell, Treasury Management Director, presents \$2,500 to Kristen Devlin, School Administrator, and Amy Smith, Director of Advancement. SBC also made \$2,500 donations to Northumberland Christian School and First Community Foundation Partnership of Pennsylvania, which will benefit the Mifflinburg Area School District.

# Find the latest COVID-19 news and information @ www.centralpachamber.com/covid-19

# Join Us at these Upcoming Events!

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

## BREAKFAST BRIEFING

7:30 to 9 a.m. Friday, May 14 @ the Central PA Chamber of Commerce, 30 Lawton Lane, Milton.

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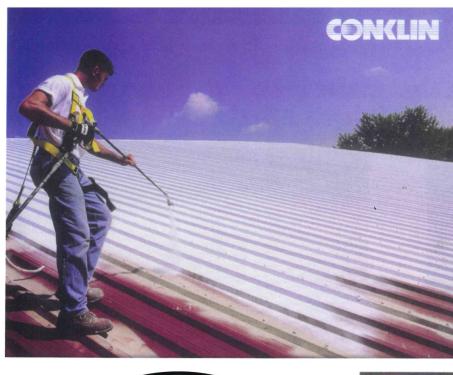
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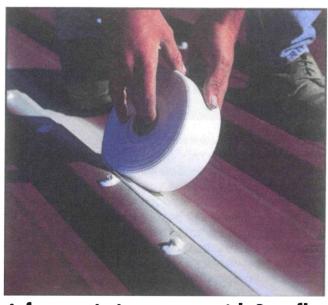
Email your resume to jobs@trossbrothers.com





A great return on investment is another important reason to choose Conklin's Membrane Coating System. Many satisfied customers discover that a Conklin roof pays for itself during the warranty period in lower air conditioning costs. Federal Tax rebated, tax credits and deductions may also offset your investment. In many cases, the government considers recoating a procedure that can be deducted as a maintenance cost. Check with your local utility company, tax advisor, and www.energystar.gov for additional details.





Reinforce existing seams with Spunflex® or Butyl Tape and base coat

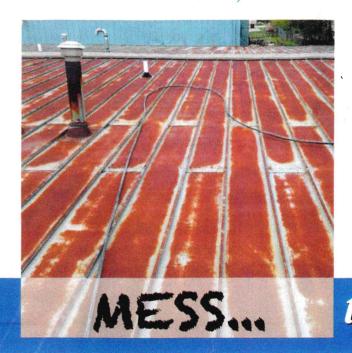
# Andrew Hertzler (800)987-0014 (570)436-0051

5745 Musser Lane Watsontown, PA 17777 XW Construction, LLC



Contractors...

### START GETTING PAID TO TURN RUSTY, LEAKING ROOFS FROM....





**CONTRACTORS:** Tired of employee turnover and staffing issues? Slow or non-paying customers? Slim profit margins? Too much competition? Ready to slow down with a decent income?

 $\#1 \gg$  We would be *delighted* to show you what our contractors are doing to increase their profit and their time freedom. (Details in our free info!)

#2>> If you (or your workers) can handle a spray gun, you can grab a piece of the lucrative reroofing market. We will teach you <u>step-by-step</u> how that, with our <u>simple 4 step process</u> you can easily STOP rust in it's tracks and entirely waterproof leaking metal roofs with a 30-50% PROFIT margin left over, AFTER expenses.

#3>> Partner with a trust-worthy supplier and offer non pro-rated labor AND material warranties. Backed by nearly a century of product development and manufacturing experience. (Give a listen to the recording!)

- "Really excited about the company. The opportunity we have is just unbelievable. Tripled my income!" -W. Miller
- "Changed everything about my life. This business opportunity is beyond anything else in America that you will get into." -E. Raber

Let our experienced team show you the step-by-step method to earning income with Metal Reroofing!





1. Wash

2. Prime

570-238-6884





3. Seal

4. Finish \*3 people usually cover 10,000 s.f. in just 3 days!







## Leadercast Wednesday, Aug. 11, 2021 The Silver Moon Banquet Hall 137 Silver Moon Lane, Lewisburg, PA



The Central PA Chamber of Commerce invites you to attend in-person, or virtually, for this internationally renowned event! The Chamber is working hard to ensure it's a safe and enjoyable day for all.

Change is hard. It's risky. Leadercast 2021 delivers elite leadership content and inspiration from speakers who have had the courage to SHIFT.

### **Featured Speakers**







### Register now @ www.centralpachamber.com/events



**GUY RAZ** Award-Winning Reporter, Radio & Podcast Host, Author of How I



**RAINN WILSON** Three-time Emmy Nominated Actor (The Office), NY Times Bestselling Author.



**AUSTIN CHANNING BROWN** Speaker and Author of New York Times Bestseller I'm Still Here.



**ANDY STANLEY** Communicator, Pastor, Author, Better Decisions, Fewer Regrets.





**CRIS CARTER** Pro Football Hall of Fame Wide Receiver and TV Commentator.



LIZ BOHANNON Founder, Sseko Designs. Author of Beginner's Pluck.



MICHAEL C. BUSH CEO, Author, A Great Place to Work for All.



**TODD HENRY** Founder, Accidental Creative. Author of The Motivation Code.





**DENI TATO** CEO. Corporate Consciousness. Executive Enneagram coach.



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