

It's Your Business

www.centralpachamber.com

Volume 6, Issue 6 - June 2021



In a class of their own, pg. 3

CENTRAL PA

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Michael Porter - Education Coordinator mporter@centralpachamber.com
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The Inside Scoop



Some things never get old. In this case, it's watching students grow into young leaders through one of our premier programs! Building Leaders for the Susquehanna Valley, our cover story, graduated its latest batch of high school juniors in May. As a former director of the program, I know what Education Coordinator Michael Porter is feeling when the end of another school year approaches. So, to him, I give a "job well done." May I remind all who read this, you have the opportunity to be a part of this highly-valued BLSV program. Just connect with Michael for more information.

Leaders are prepared, whether they are in charge of a business or just their own household. That's why we're happy to highlight a new strategy in preparedness by The Stahlnecker Group. You can learn more about it on page 11.

Also this month, read about and see the latest ribbon cuttings that have taken place. It nearly takes up two whole pages, starting on page 14.

It's times like this that make me feel like everything is returning to normal, or something close to it. Check out the slew of events our members are holding, starting on page 6.

More and more businesses and organizations continue to join the Central PA Chamber, and you can always find out who on page 4. Want to learn more about your fellow members? Check out the Member Spotlight on page 5, or see who the industry movers and shakers are on pages 12 and 13 in our Members Recognized section.

There is all of this news and so much more! Enjoy the issue!

Jeff Shaffer, Editor
Communication Director
jshaffer@centralpachamber.com

It's Your Business Deadlines

July Issue

News/Ads June 14 -- Flyer Inserts June 18

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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.



Michael Porter, BLSV Program Director, introduces the 2021 Class via Zoom during a virtual graduation ceremony on May 13. Despite the entire BLSV school year being conducted online, the program still made a great impact on this year's group of rising seniors from eight area school districts. *On the cover: Porter presents class speaker Ian Keefer of Milton Area High School with his certificate of completion.*

In a class of their own

MILTON - "The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy," said Ian Keefer, a Milton Area High School junior, quoting The Rev. Dr. Martin Luther King Jr.

Keefer, selected as class speaker of the 2021 graduating class of Building Leaders for the Susquehanna Valley (BLSV), cited the famed civil rights leader in recapping this past school year and the challenges raised in large part by the pandemic.

BLSV is a decades old program of the Central PA Chamber of Commerce, designed to grow community awareness and foster the leadership skills of area high school juniors. This past year, however, is the first time it was held completely virtual, capped with a graduation ceremony on May 13.

Students from seven area school districts participated in the monthly sessions via Zoom, hearing from speakers on a variety of topics, geared to help them have a better understanding of themselves and the world around them.

"Little did I know that I was going to be swept away into a fantasy land of leadership and wise advise," Keefer continued. "Each ses-

sion that we met felt like another chapter in the hugh book that we call leadership."

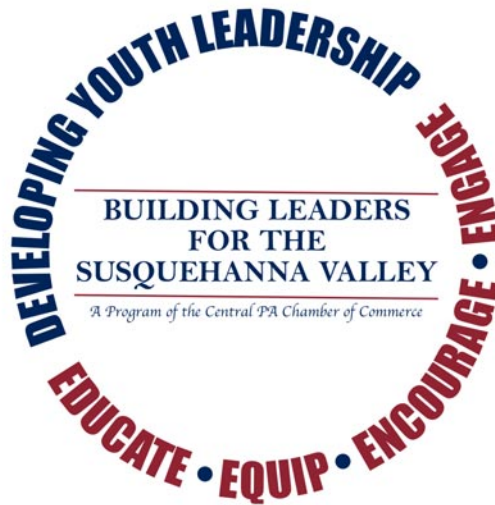
Prior to the ceremony portion, the students from the various schools completed their culminating projects by presenting business plans

to a panel of "sharks", made up of Chamber staff and members. Spearheading this portion of the program year was Maureen Hauck of the Small Business Development Center (SBDC) at Bucknell University.

All student groups now have a much greater appreciation of the steps involved in starting a business, in addition to the other themes from through the year, including: local government, economic development, non-profit work, diversity, networking, team work and finance.

The graduating class also welcomed back a previous presenter for closing remarks on the program year - Diane Weller, Founder & Principal of Diane Weller Coaching, a boutique coaching, speaking and professional writing practice.

She started by congratulating the "inspiring young leaders" before



See "BLSV" (on page 16)



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Congressman Fred Keller
 1717 Longworth HOB
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<https://keller.house.gov>

Fred Keller is currently serving his second term in Congress, after being elected in a special election to fill the unexpired term of Congressman Tom Marino. Prior to Congress, Fred served five terms in the Pennsylvania House of Representatives, where he developed a proven record of working hard to grow Pennsylvania's economy and attract jobs, standing up for taxpayers, promoting agriculture, and tirelessly supporting local families and businesses.

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Our publications, The Pennsylvania Business Central, Women in Business, and The Marcellus Business Central, provide advertisers with access to the region's affluent, educated business community of decision-makers via multimedia formats. Our subscribers include market managers, C-Level execs, and many other centers of influence in and around Central PA. Our 23-county coverage area includes: Beaver, Bedford, Blair, Bradford, Cambria, Centre, Clearfield, Clinton, Fayette, Greene, Huntingdon, Indiana, Juniata, Lycoming, Mifflin, Northumberland, Snyder, Somerset, Susquehanna, Tioga, Union, Washington and Westmoreland counties.

Membership Renewals

(As of May 18, 2021)

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Breanna Herriman, Office Manager

racewaystorage01@gmail.com

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What makes your business unique?

Our business is unique because we not only have self storage options, but we also have mobile storage options. Customers have the choice of how they want to store their belongings. They can have a mobile unit dropped off at their home and kept there on site, or they can fill the mobile and have it stored on our property out of their way.

How do you market your business?

How we market our business changes from

year-to-year with the growth of potential customers. Daily marketing includes posting on Facebook and LinkedIn, visiting realtors, contractors, and restoration companies, and participating with the Central PA Chamber of Commerce. Newer marketing initiatives we are working on include mass e-mailing to keep customers informed and creating new signage.

What top 3 company priorities do you focus on?

Customer service is our top priority as it is the backbone of keeping the company running. Other priorities include quality in both the units themselves and the job done, and profession-

alism.

What characteristics do you look for in employees?

In an employee, we look for passion, poise, a strong work ethic, and an attitude that could brighten anyone's day. Our business is just as much about customer service as it is about delivering mobile storage units.

What philanthropic causes does your business support?

Raceway Storage supports many different charities such as Ronald McDonald House, Kids Around the World, and Habitat for Humanity by donating mobile storage units as needed.

Delmer and Junita Bender, Owners

concierge@birchandbeam.co

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What makes your business unique?

We are a second generation high-end custom home company that specializes in providing a unique, stress free building experience for our clients.

Advice to those who own a business?

Find yourself a good coach or mentor, work on building a solid foundation of values and workable systems. Invest in training, marketing and your team. Always be honest, transparent and people of integrity.

Words to live by?

Failure is our most important product. We need to remember that some of our best

moves may not be detailed strategic planning, but rather experimentation, trial and error, opportunism, and - quite literally - accident. What looks in hindsight like a brilliant strategy may often be the residual result of opportunistic experimentation and "purposeful accidents."

What top 3 company priorities do you focus on?

- Unmatched customer service where we provide quick communication, are open, honest and LISTEN to what the client is saying.

- Investing in our team, which for us is ongoing training to be on the cutting edge of

materials and techniques

- Time management and efficiency

What are the characteristics you look for in employees?

- Solid work ethic
- Teachable and willing to learn
- Detailed, task oriented

What philanthropic causes does your business support?

This varies, but we like to support places that further the gospel and are vital in raising up the next generation (our kids private school, and foreign and domestic mission organizations).

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What's Happening


Celebrating new management with refreshments, lunch and an open house from 11 a.m. to 1 p.m.

Ribbon Cutting

Save River Cottage



12 p.m. Wednesday, June 16 @ 25 E. Towpath Lane, Berwick



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Central PA Chamber of Commerce

Smith Room – 30 Lawton Lane - Milton

June 28th, 2021

10:00 AM – 3:00 PM

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Enter: PAChamber to schedule an appointment.

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Music in Cameron Park – 7:00pm-8:30pm

June 1st – Jim McClincy "The Singing Mailman"

June 8th – The West Branch Chorus

June 15th – John and Lou

June 22nd – Ricky and Harv

June 29th – Blue River Soul

July 6th – Sunbury City Band

July 13th – Tim Beck 2

July 20th – Country Express

July 27th – Billy D and Rosie

August 3rd – Larry Smith

August 10th – Train Wreck Survivors

August 17th – Kenny Jenkins

Bring a lawn chair!

Sit Back, Relax, and Enjoy!

Open house/tours from 10 a.m. to 1 p.m. with refreshments!

Ribbon Cutting



12 p.m. Thursday, July 15 @ 416 Chestnut St., Mifflinburg

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Standard Journal

Annual Golf Tournament

Friday, July 16, 2021

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WEEK TWO A WALK ON THE WILD SIDE	Follow the footprints of local wildlife to learn about the habitats, homes and adaptations of native mammals, birds and more.	6/28-7/2
WEEK THREE WATER WORKS	Bring your squirt gun, swimsuit and water shoes and be prepared to get WET while we explore water in its many forms through experiments, games and team and activities that teach why water is important.	7/5-7/9
WEEK FOUR FUN IN THE GARDEN	Discover the benefits of sustainable gardening practices including composting, gardening with worms and cooking with fresh ingredients.	7/12-7/16
WEEK FIVE GET MOVING- FEET, FLIGHT & FITNESS	Explore biodiversity within the animal kingdom and gain an appreciation for evolution through adaptation.	7/19-7/23
WEEK SIX INTO THE WOODS	Earn your Junior Forest Stewardship award and learn about local plants and wildlife while hiking and exploring the West Field Trail.	7/26-7/30
WEEK SEVEN CRACKING THE CRIME	Become a real-life wildlife investigator and hone their investigation skills through activities that develop observation, record keeping and memorization skills while solving a wildlife mystery.	8/2-8/6
WEEK EIGHT GET ENERGIZED	Campers will explore energy and motion while using solar energy to roast smores, constructing mini machines, and building a model vehicle.	8/9-8/13



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Date	Event	Location	Time	Cost
6/9/21	Artificial Intelligence in Vision	Webinar	2 to 3 p.m.	Free
6/17/21	Pathways to Smart Manufacturing through Smart Maintenance	Webinar	11 a.m. to 12 p.m.	Free
6/22/21	Assistance for Companies Facing Foreign Competition	Webinar	12 to 12:45 p.m.	Free



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Date	Event	Location	Time	Cost
6/17/21	Sen. John Gardner Presents: Business Startup Basics for Central PA - The First Step	Online	9 to 11 a.m.	Free

Have you dreamed of being your own boss for many years but don't know where to start? Do you ask questions like:
 "How do I turn my good idea into a successful business?"... "What kind of forms and licenses do I need?"...
 "Where can I find financing?"... "Where is the best place to open my business?"...
 "What is a business plan and how do I prepare one?"... Start with the Bucknell SBDC!



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 bin. It is located behind the puppet home at 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:

<https://hiskingdomkidz.networkforgood.com/projects/119681-2021-giving>

Virtual Programming – Kingdom Kidz is still doing virtual programs on Facebook each night at 7 p.m. Join in and see what new adventures God is sending us on.

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.

Tuesday-Friday, June 15-18 – Christ Wesleyan Day School Summer Camp. Theme "BOLT: Totally 80's"

Saturday, June 19 – Sound for Wedding

Saturday, July 3 – 4th of July Parade, Watsontown

Kingdom Kidz is looking for volunteers who are willing to assist with the sound, lighting and media aspects of our programs. We will train. Clearances are a requirement. **MUST HAVE A HEART TO SERVE AND MINISTER TO OTHERS**

Quality Family Programming

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Guest Column

Save customers millions

Here in Pennsylvania you can shop for your electricity supply. Just like you would shop for a car, you compare different offers and choose what is right for you at the lowest cost. Then, if your home or business is part of our service territory in Eastern or Central Pennsylvania, PPL Electric Utilities (PPL) delivers the electricity to you.

Because we are delivering the electricity, we have no vested interest in which supplier you choose. But we do care whether you are paying a reasonable rate for electricity.

We've been monitoring the rates shopping customers pay compared to the default rate, which is the rate charged if you do not choose a supplier.

We've found many of our residential and small business customers are paying more for electricity through their supplier than they would have on the default rate. For customers paying more than the default rate, over a one-year period, our residential customers paid about \$97 million more and small business customers paid \$34 million more. This is alarming. The data really made me stop and take a step back. The goal of deregulation is to save customers money. And that is obviously not happening. Where did it go wrong?

One of the biggest issues I find is that suppliers have limited accountability to be transparent with customers. I am sure we all know someone - or you yourself - who received a phone call or letter claiming to provide a new and better rate. Often these solicitations are disguised as a PPL-endorsed communication, using our logo or stating that the call is about your PPL bill. You may be told that if

you switch now, you can get \$300 gift card rewards.

If it sounds too good to be true, it usually is. Those gift cards they offer you are often short-term discounts to mask higher rates. And the low rates they offer you are often teaser rates.

Suppliers are intentionally vague in hopes you won't understand the long-term cost increase or aren't monitoring your electric bill closely. Suppliers are arguing that residential and small business shopping customers are willingly paying \$131 million more than the default rate for value-added products, like renewable energy. Even if we assume that all customers paying above the default rate are purchasing renewable energy, we still find that over 205,000 PPL residential shopping customers are paying approximately \$93 million more based on our estimate of a market based renewable rate of 1 cent per KWH above the default energy rate.

So, what can be done about all of this?

We need restrictions around introductory, promotion and teaser rates. Suppliers need to be held accountable and be transparent. We should also reject any proposals that allow suppliers to aggregate and send a consolidated electric bill to customers directly. Giving suppliers full control over bill communication puts customers at a disadvantage and makes it more difficult for the utility companies like PPL to protect customers. The time for change is now or Pennsylvania customers will continue paying the price. I encourage you to speak to your local officials to raise awareness about the consumer protections that are needed and continue to shop smart. Visit: www.pplelectric.com/shopsmart.

**- Greg Dudkin, President
PPL Electric Utilities**

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PROGRAM & EVENT INFORMATION



3RD SATURDAY EACH MONTH (10:00 AM) GARDENING REIMAGINED

Get your hands (a little) dirty in this gardening series led by local Master Gardener and homesteader, PJ Harte. Learn about Raised Bed & Container Gardening (**May 15th**), Composting (**June 19th**), Weeding (**July 17th**), Harvesting & Beyond! (**August 21st**) *Registration & masks required.*

MAY 22 (11:00 AM) SUMMER READING KICK-OFF EVENT

Register May 1st - 21st and come to the Kick-Off to pick up your History at Home Summer Reading bag with everything you'll need this summer!

WEDNESDAYS JUNE 2-AUG 18 (12:00 PM) YMCA LUNCH PROGRAM

Free lunches are provided every Wednesday for kids ages 18 and under to take home and enjoy, courtesy of the Milton YMCA.

JUNE 9 (11:30 AM) LEAP INTO SCIENCE STEM FAMILY STORYTIME

Join us for a special Summertime Storytime with the Lewisburg Children's Museum! Following storytime, children will investigate the properties of balance using hands-on, open-ended STEM activities. Recommended for ages 3-5 and their caregiver. *Program held outside. Registration & masks required.*

JUNE 10-22 (All Day) THE WILD SIDE OF THE LIBRARY SCAVENGER HUNT

Discover the wild side of the library when you go on this scavenger hunt around the grounds of the library. *This outdoor passive program can be enjoyed on your own schedule outside of library hours. Fun for all ages!*

JUNE 12 (11:00 AM) D.I.Y. TERRARIUMS

Make your own terrarium at the library. Ages 3 and up (younger children will need adult supervision). *Program held outside. Registration & masks required.*

WEDNESDAYS JUNE 16-JULY 14 (11:30 AM) SUMMERTIME STORYTIME

It's outdoor family storytime with BJ! Bring a blanket or chairs to enjoy this all ages storytime every Wednesday. *Program held outside. Masks are required. Weather permitting.*

JUNE 19 (11:00 AM) LOOKING: A NATURE DRAWING WORKSHOP

Join local artist Brice Brown for a guided workshop to create your own masterpiece! *Workshop and materials provided by Milton Art Bank. Program held outside. Registration and masks required.*



JUNE 23-30 (All Day) OUTDOOR OBSTACLE COURSE

Discover the wild side of the library when you go on this scavenger hunt around the grounds of the library. *This outdoor passive program can be enjoyed on your own schedule outside of library hours. Fun for all ages!*

JUNE 29 (3:30 PM) CUBISM SELF-PORTRAITS

Draw yourself like Picasso using Cubism Art. Ages 4 and up. *Program held outside. Registration & masks required.*

JULY 1-17 (All Day) TALE TRAIL: A TALE WITH TAILS ADVENTURE!

Become part of the tale as you walk around the library grounds reading this one-of-a-kind story and discovering your inner Dr. Doolittle. *This outdoor passive program can be enjoyed on your own schedule outside of library hours. Fun for all ages!*

JULY 10 (11:00) FLU PANDEMIC OF 1918

Join Bucknell Assistant History Professor, Jennifer Kosmin to discuss what history can help us understand about our experience with COVID 19. *Masks required.*

JULY 15 (2:00 PM) TIKTOK EGG DROP

Tweens and Teens ages 10-18 can join us for this exciting STEM program! We will record our egg drops and play them back at the Summer Reading Wrap-Up Event on July 17th. *Program held outside. Masks are required.*

JULY 6-16 (Library Hours) TURN IN YOUR SUBMISSIONS FOR THE COMMUNITY PERSPECTIVE AND OBSERVATION ARCHIVE BOOK

Bring your submissions to the library by July 16th to be included in the book. If you want to keep your pages, we can scan copies and return to the originals to you!

JULY 17 (11:00 AM) SUMMER READING PROGRAM WRAP-UP PARTY

Let's close out our Living History and Summer Reading Programs with a wrap-up party—don't miss out on food and games, the announcement of prize winners and our Time Capsule dedication. *Registration & masks required.*

For more information, visit us on Facebook!

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Time with Tea Jay



Always be persevering

Perseverance is persistence in doing something despite difficulty or delay in achieving success. I believe that is an excellent word to describe you, our members, who I am honored to serve, protect and promote.

"Your attitude determines your altitude. It is really true that if you think you can, you can; and if you think you can't – your right," according to businesswomen Mary Kay Ash. And, "It is said that the testing of our faith develops perseverance. There are hidden reasons to be joyful in the midst of our trials. It is finding the joy that the trial produces. It is enjoying the sweet fruit produced by bitter times," said Pastor Mike Reece of Delaware Run Wesleyan, someone I personally know and look up to.

Have you seen the 2021 Member Directory? The cover simply states "Solutions to Persevere." In this publication, we dedicated a section titled "Persevering" to highlight triumphs amid the pandemic and encourage others. In this section, you can find "Q&As" with Raceway Storage, Brookpark Pet Supply and The UPS Store. Our Communication Director, Jeff Shaffer, would love to hear your stories, too. He recently interviewed Scott Thurston of Feast of Flavor on his incredible story of persevering during COVID-19 and the things he learned about fellow business owners, vendors, himself and clients. Be sure to keep watch for that story in an upcoming issue of It's Your Business.

As my pastor said in a recent sermon, "Trials will make you bitter or better." It all depends on your attitude.

You may be asking, "How do I develop perseverance?" Well, here are some suggestions from the web site: www.success.com.

1. Don't be afraid to fail. Perseverance comes from failing and getting back up. Without failure, you cannot become resilient.
2. Be 1 percent better every day. Having a growth mindset is a great way to increase perseverance and motivation.
3. Begin to take risks. By learning to take risks, you raise the probability of facing more difficult situations.
4. Understand resistance. More people can persevere when they have a better understanding of resistance.
5. Exercise regularly. Apply the 40 percent rule. The rule is that if you complete 40 percent of the task, your likelihood of quitting drops drastically.
6. Build a network of support. If you want to learn how to persevere, you should build a network of support.
7. Keep your goals in mind. When we make mistakes or fail, many people will be tempted to give up altogether.
8. Set clear benchmarks. Success can be a long and tough journey. I suggest instilling benchmarks to provide yourself rewards or encouragement along the way.
9. Remember your "Why".

I started this column with a definition of perseverance, but there are several and these are my favorites.

- Perseverance is about pursuing a higher goal and developing an ability to deal with setbacks and failure on the way.
- Perseverance in life is an essential quality if one is to realize their goals and achieve success. In a nutshell, perseverance is the act of persisting to do something in spite of challenges, obstacles and disappointments.

May you persevere in all of your pursuits!

Tea Jay Aikey
President & CEO

tjaikey@centralpachamber.com

Breakfast Briefing



Thank you to everyone who joined us for the Breakfast Briefing on May 14, including, from left, Torey Goff and Melissa Jones of Mifflinburg Bank & Trust, our event sponsor! Torey and Melissa talked about the local bank's newest location in Milton, as well as the variety of services they offer in house. Learn more at www.mbtc.com. The Central PA Chamber holds Breakfast Briefings monthly at its location, giving members and guests the opportunity to network, learn more about each other and the Chamber. Breakfast included!
Register at www.centralpachamber.com.

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'Peace of mind through preparedness'

MILTON - Are you and your family prepared in the event of a fire? Hopefully so. But, are you prepared for something even more life altering for your loved ones.

Brooks Stahlnecker, President of The Stahlnecker Group has merged two of his greatest passions to give people, and the ones most important to them, a "piece of mind through preparedness."

Over the last 24 years, Stahlnecker has been a financial advisor, helping people manage their wealth and prepare for retirement. Even slightly longer, he's been an active firefighter, most recently with the Warrior Run Area Fire Department.

Stahlnecker said he's had the idea behind the "Financial Fire Drill" in mind for sometime, but it wasn't until late last year that a good friend encouraged him to "roll with it." Tragically, his friend passed away just a few weeks later, and it solidified what Stahlnecker needed to do.

The untimely death of his friend "just proved why we need this," he said.

Just like a fire-related emergency, figuring out what to do when a loved one dies is not the time to practice. You need to have a plan in place.

"I want to use this same thought process, and the planning associated with it, to help create a solid financial readiness plan that could save the financial life of your family members," Stahlnecker said.

He's fully aware that it's "the conversation no one wants to have," but it must happen, and it should even be reviewed at least every other year or anytime a major life change happens.

Just like preparing for a fire, Stahlnecker has created a walk-through check list of key things to think about, including: assets, statements, wills, policies, family situations, documents, notifications, benefits and more.

"We try to have as much good information up front to make things go as smoothly as possible in an emergency," he said. "Remember that the purpose is to create a roadmap of what to do."

Besides his own experiences, Stahlnecker was struck by a professor named Randy Pausch, who was diagnosed with terminal pancreatic cancer, only after scheduling "The Last Lecture," the premise being what would your last message be if you were told you had a month to live.

Stahlnecker quoted Pausch from his book where he said, "my family is about to go off a cliff and luckily I have the time to build them a safety net financially and emotionally."

Clearly, mortality is still 100 percent, but not many people know when they will die, hence the importance of having a plan.

Stahlnecker is eager to introduce his Financial Fire Drill to businesses and individuals, and classes are currently being scheduled. Visit: www.financialfd.com.

Ready to learn more? Connect with

Stahlnecker now at 570-279-6099, brooks@stahlneckergroup.com, and find him on Facebook and Youtube.



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Members Recognized

Central PA Chamber of Commerce

MILTON - As of this month, Brad Lawton, President of Lawton Insurance Agency in Lewisburg and Mifflinburg, assumes the role of chairman of the Central PA Chamber of Commerce's Engagement Team.

Lawton, who was elected to the board of directors last fall after a few years off the board, is a former chair of both the board and committee. He takes the reins from Ron Mackley of iHeartMedia - Williamsport/Shamokin, who is the current board chair.

"Despite COVID-19, membership of the Central PA Chamber of Commerce has grown to a record level," Mackley said. "To help continue that trend, we're pleased to announce Brad Lawton as the new the new chair of the committee."

As of press time, the Central PA Chamber stands at 531 members. It surpassed 500 members for the first time in its 115-year history just prior to the pandemic sweeping the state and country in March 2020.

"I'm honored and humbled to accept this role moving forward," Lawton said. "It's an important position that's also made easier by the support of fellow members and the Chamber staff, including Jessica Williams, Finance & Membership Director."

Engagement Team committee members serve as liaisons between the Chamber and future members to assist them in better understanding the benefits of membership. Through periodic visits, phone calls and other means of outreach, the Engagement Team assists the Chamber in fulfilling its Mission Statement of being "the Preferred Resource Center." This happens by recruiting members who represent services not currently represented in the existing membership, as well as gaining a better understanding of members' needs.

The committee meets at 9:30 a.m. on the first Wednesday of each month at the Central PA Chamber, with the option of attending virtually via Zoom. If you are interested in joining this committee, e-mail jwilliams@centralpachamber.com.



Brad Lawton

Herbert, Rowland & Grubic

LEWISBURG - Engineering News-Record has named Herbert, Rowland & Grubic, Inc. (HRG) the MidAtlantic Design Firm of the Year for 2021.

This award is given to firms operating in Delaware, Maryland, Pennsylvania, Virginia, Washington, D.C. and West Virginia that demonstrate exceptional leadership in revenue earnings, innovation, creativity and community service. HRG, which has an office at 776 Bull Run Crossing in Lewisburg, is to be featured in the June edition of the ENR MidAtlantic newsletter and will be recognized at an awards celebration later in the year.

"This is a special honor because it recognizes the contributions and hard work of our entire team as a unified group," said company President Jason Fralick. "Over the past several years, we have strived to erase any barriers between offices and departments and become One Company. That helped us thrive in spite of the physical distance and challenges of remote operations last year, and I'm really proud of what we've accomplished together. This is an awesome group of people who care about each other and their clients' success, and they are doing great work."

HRG's talented professionals deliver creative - and often innova-

tive - solutions to our client's problems every day. The wastewater design team recently received an experimental water quality management permit for the first aerobic granular sludge treatment facility in Pennsylvania. This continues a long tradition of bringing new technologies like water reuse and the conversion of wastewater to energy to this region. The stormwater management professionals pioneered the state's first regional collaborations on MS4 compliance and Pollutant Reduction Plans, and the financial services team has created new approaches to project funding that have won national recognition.

As much as HRG enjoys exciting, industry-advancing challenges, they are just as dedicated to the day-to-day work of municipal engineering that has been the backbone of its service since 1962, which includes: plan reviews and ordinance development, pavement rehabilitation, water main rehabilitation, local roadway improvements, and bridge replacements.

In addition, HRG has donated hundreds of thousands of dollars over the past several years to organizations supporting education, health and human services, economic development and environmental protection. The company regularly invests in community sponsorships, supporting local parks and recreation programs, festivals and events, youth sports organizations, arts, and culture, and this continued with virtual events in 2020. However, its primary charitable focus is the United Way. Each year, they match employee donations in a month-long fundraising drive that has collected more than \$300,000 for United Way over the past 20 years.

The caring employee-owners also give generously of their time. They regularly participate in tree plantings, organize Adopt-a-Highway clean-ups, and support STEM-education by volunteering in the classroom. Last year, they instituted a new community service program called HRG Volunteers. Each employee-owner receives eight hours of paid time off to volunteer with the charitable organization of their choice.

And, HRG is grateful to its clients for their continued loyalty. Last year, was the sixth straight year of revenue growth, averaging 9 percent per year. Many clients have been working with them for decades, but they continue to outpace strategic planning goals for developing new client relationships, as well. HRG attributes this to its focus on clients' long-term success, not individual projects. They are building much more than roads, bridges, and water systems, but building relationships.

Service 1st Federal Credit Union

DANVILLE - Two Service 1st Federal Credit Union employees recently completed the Enhanced Financial Counseling Certification Program (FiCEP) through the CrossState Credit Union Foundation.

Missy Thomas, Assistant Market Manager, Bloomsburg Office, and Tina Cupp, Assistant Market Manager, Loyalsock Office, earned their Certified Credit Union Financial Counselor (CCUFC) designation by completing the program. The FiCEP program provides credit union professionals with the skills they need to help members achieve their financial goals.

This was the fourth group of Service 1st professionals to attend this program. To date, 21 Service 1st team members have



Missy Thomas

Tina Cupp

earned their CCUFC designation. For more information, contact Service 1st at 800-562-6049 or visit www.service1.org.

Evangelical Community Hospital

LEWISBURG - Luanne Hawley, RN, Imaging Services nurse at Evangelical Community Hospital was presented the DAISY Award on April 28. 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.

Hawley was surrounded by her coworkers, as well as Hospital and Nursing leadership, as she was presented with the award. She was nominated for the award by Jean Lepley, a patient from November 2020. In the nomination, Lepley stated she has a long history of being a difficult patient to have blood drawn or to administer an IV based on her vein structure. On a visit at the Hospital for a stress test, the nurses were having difficulty administering her IV. Hawley, who works in Imaging was in the area and the staff asked if she could try. "She was immediately able to start my IV with no pain," said Lepley. On a return visit for another test, when again there was trouble with her IV, Lepley asked if Hawley was available and again the seasoned nurse was successful immediately.

"Luanne was so positive and professional," said Lepley. "I was not a patient on her schedule either day but she put me at ease and was able to be successful in starting the IVs. She told me she has been an RN for 34 years. My experience was a positive one due to Luanne."

Hawley first became a member of the Evangelical family of nurses in 1991, when she was hired as a Registered Nurse in Critical Care. She has continued her career at Evangelical in a variety of positions splitting her time between Critical Care and Imaging Services. She now works solely in Imaging unless called upon when needed to assist as in the case of Lepley. 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.



Luanne Hawley

SEDA-Council of Governments (SEDA-COG)

LEWISBURG - SEDA-Council of Governments (SEDA-COG) is pleased to announce that Tyler Dombroski, a 7.5-year staffer, is the new director of its Community Development program. As senior program analyst in that program, he wrote and administered many Community Development Block Grant (CDBG) grants and projects, and most notably, has managed the \$17 million Town of Bloomsburg Flood Mitigation Expansion project. Throughout the COVID-19 pandemic, he has led efforts to create the CDBG-CV Economic Development program template utilized region-wide.

Dombroski's major goals as director this year include adapting to the region's grant administration needs from major federal funding investments including CARES, American Rescue Plan, and the proposed American Jobs Plan; positively contributing to the region's economic recovery; and continuing to provide strong grant administration services to SEDA-COG's client communities.



Tyler Dombroski

He also aims to continue the development of his team. "Our department is a strong team that has faced significant adversity over the last year. I hope to continue our positive growth," Dombroski said.

He appreciates the people, the beauty, and the culture of the region.

"Our region is comprised of salt-of-the-earth people, which is important to me. My family and friends live here and being close to them is also important to me. I think our region has a lot of natural beauty and history. I am also a big Penn State football fan, so I have to stay close to my alma mater," Dombroski said.

SEDA-COG Executive Director Kim Wheeler said Dombroski has the leadership qualities, experience, and skills to lead the team. "He shows a great deal of commitment and visionary outlook which will help to continue the department and agency adapt to the ever-changing work environment with the pandemic. We are very excited as Tyler has started his transition into the director role today, May 3. We look forward to the continued excellent work Tyler and his team provide to the region," Wheeler said.

Angela Hummel Consulting

CHICAGO, Ill. - Angela Hummel of Angela Hummel Consulting LLC has been selected as one of the judges for Chief Learning Officer's LearningElite program.

LearningElite honors the best organizations for learning and development. For more than a decade, this robust, peer-reviewed ranking and benchmarking program recognizes those organizations that employ exemplary workforce development strategies that deliver significant business results.

LearningElite judgeship is open to senior practitioners and learning-solution providers' executives from any size organization and industry. Judges are vetted prior to the application review process and were invited to attend the LearningElite Gala, held virtually on April 28 where winners were announced.

Developed under the guidance of a group of chief learning officers and senior learning and development practitioners, the LearningElite program utilizes best practices in evaluation to rank the best organizations based upon their impact, size and industries served. A comprehensive evaluation of learning and development, the LearningElite also recognizes individual companies for their efforts in functional areas, including leadership development, use of technology, executive buy-in, and content development and delivery, among others.

Angela Hummel is the President/Owner of Angela Hummel Consulting, which has a primary focus on organization and leadership development, training and organizational coaching. Hummel has also met the rigorous testing and certification standards for two senior-level Human Resources credentials: Society for Human Resource Management-Senior Certified Professional (SHRM®-SCP) and the HR Credentialing Institute's Senior Professional in Human Resources (SPHR®). She holds an organizational coaching designation, Registered Corporate Coach (RCC™), through the Worldwide Association of Business Coaches and is certified to administer and interpret both DiSC and Hogan assessments for her clients.

Founded in 2019, Angela Hummel Consulting is a leadership consultancy firm based in Central Pennsylvania. The company offers a wide range of training, organizational and leadership development and organizational coaching services.

For more information, or to explore services, visit www.angelahummel.com.



Angela Hummel

Ribbon Cuttings



Congratulations to Big Bam Boo Tea Room at 8 N. 5th St., Sunbury! We helped them celebrate their grand opening on May 7 with a ribbon cutting ceremony. Cutting the ribbon is owner Preston Barden, who is flanked by his wife, Barbara, and their son, Zach. At left is Ron Mackley of iHeartMedia and Chair of the Central PA Chamber's Board of Directors. On the right is Victoria Rosancrans of Sunbury Informed. There is a lot happening at Big Bam Boo Tea Room, including yoga, martial arts training, flute making and massage. Something very special to the Bardens is brewing herbal remedy teas for many of life's aches and pains. Stop in any time for a free cup of tea for your specific need(s). Find them on Facebook

Congratulations to The Laundry Room of Lewisburg! We helped them celebrate their grand opening with a ribbon cutting ceremony on May 7 at 325 N. 10th St., Ste. 500, Lewisburg. The Laundry Room of Lewisburg is open 24 hours featuring the finest washers and dryers around. Plus, there is plenty there to keep you and family entertained while you wait. Holding the scissors is Jessica Brouse, owner. From left: Tea Jay Aikey, Central PA Chamber President & CEO; Ashley Parrish, First Commonwealth Bank - Lewisburg Weis and Central PA Chamber Board Member; Congressman Fred Keller; Brouse; husband and co-owner Lyle Brouse; Alison Hall of the neighboring The UPS Store and Central PA Chamber Board Member; and Darwin Swope, representing the office of state Rep. David Rowe.



Congratulations to Mission Autism Clinics! We helped them celebrate their grand opening on May 7 with a ribbon cutting ceremony. From left, are: Harry Hinkle, Director of Community Outreach; Danny Berz, Director of Strategic Projects; Denise Skotedis, landlord; Dave Hall, Vice President of Operations; Ryan Baran, Administrative Director; Miranda Bonetsky, Head of Talent; Christine Schultz, Regional Clinic Director; Michelle Brown, Clinic Coordinator; Courtland Thomas, Registered Behavior Technician (RBT); Karen Wert (w/scissors), Clinical Director; Cassie Kile, RBT; Paul DeAngelo Jr. (w/scissors), CEO; Teresa Bousom, Executive Director; Shannon Fetzer, RBT; Lisa DeAngelo, Paul Jr.'s mother and founder; Kathryn Hinkle, Clinic Coordinator; Paul DeAngelo Sr., Paul Jr.'s father and founder; and Tea Jay Aikey, President & CEO of the Central PA Chamber. Mission Autism Clinics aims to serve populations in more rural areas. You can find them at 45 State Route 11 Highway in Shamokin Dam, where Routes 11 & 15 meet. Learn more at www.missionautismclinics.com.

Congratulations to Caring Communities! The Central PA Chamber of Commerce helped them celebrate their new Bloomsburg location at 599 E. 7th St. on May 14 with a ribbon cutting ceremony. Holding the scissors is Christopher Kupchik, CEO. From left: Jacob Kelley, Case Management; Katie Blue, HIV Navigator Specialist; Melanie Totu, Director of Finance & Admin Support; Carlie Kozlavich, Social Media and Communications Coordinator; Jake Beach, Director of IT; Celeste Straub, CAO; Sean Doucette, Director of Clinical Operations; Jenn Doucette, COO; Kerri Hajkowski, Nurse Practitioner; Kupchik; Susan Protsko, Clinical Reimbursement Manager; Sarah Reichenbach, Clinical Operations Coordinator; Alexandra MacNamara, Director of Marketing & Resources; Lisa Davilus, Patient Navigator/Phlebotomist; Carlos Perez, Case Manager; Chelsea Graziano, Assistant Director of Case Management; and Alison Berger, Director of Case Management. Caring Communities' mission is to provide a system of comprehensive services to prevent, test and treat public health disparities while creating educated, stigma-free communities. Learn more at www.caringpa.org.



Congratulations to Yogi Bear's Jellystone Park Camp-Resort at Milton, which is under new ownership and management at the same great location, 670 Hidden Paradise Road, Milton. We helped them start their grand opening day on May 22 with a ribbon cutting ceremony. Preparing to cut the ribbon are General Managers Guy and Tabatha Hollaway. From left: Timothy Palmer, maintenance; Brian Rittenhouse, maintenance; Jennifer Jackson, activities; Cindy Sakievich, reservationist; Tabatha; Guy (aka Ranger Smith); Donald Lopko, maintenance/grounds; Crystal Stackhouse, office manager; and Bud Stackhouse, maintenance lead. The recognizable bears in the back are: Yogi Bear, Cindy Bear and Boo Boo Bear. Stop by and see the ongoing improvements for yourself and visit: www.miltonjellystonepark.com.

INSIDE JOBS

A big thank you to Ryan and Tracey Bonney of Whispering Oaks Vineyard, Sunbury, for treating Central PA Chamber staff and members to a wonderful afternoon as part of our latest Inside Jobs Tour on April 29. There were a handful of members experiencing the winery for the first time. Because of the rainy weather, we didn't see the vineyard first-hand, but Ryan explained the growing and pruning process before leading a tour of the beautiful facility, including explaining the wine-making process (at right). At the end of the tour, there were wine tastings and delicious meats, cheeses and crackers. They started small several years ago, but their tanks, wines and popularity has grown! On a good year, they can produce around 20,000 bottles. Whispering Oaks is also a popular place for weddings and other special occasions. Learn more at www.whisperingoaksvineyardpa.com.



Business & Education

“BLSV” (from page 3)

reminding them that when opportunity strikes it's wise to go for it. “As you prepare for your senior year, college, and/or your career ahead, how will you position yourself for more good things to happen for you?”, Weller said, sharing her own experiences with the Central PA Chamber that helped her further her career.

“Be your own advocate and tell the world what you want to do,” she said.

Weller whole-heartedly agrees with Keefer's sentiments that everyone is living in challenging times, and each are given a choice as to whether you focus on “the bad” or look for opportunities that lead to the best result.

While the students' time with BLSV has come to an end, Weller challenged them to always “be a life-long learner. Be a practitioner of personal reinvention. Keep being the leader that you are.”

Before closing the ceremony, BLSV Program Director Michael Porter thanked the students for their positive attitude and engagement throughout the year.

“I really can't say enough about this year's group,” he said. “I enjoyed them so much. They were always ready to learn and share their own ideas and personalities.”

Porter added he knows there is an additional challenge in remote learning, recognizing the student's enthusiasm and willingness to



Diane Weller of Diane Weller Coaching offers inspiration and some parting words to the 2021 graduating class of Building Leaders for the Susquehanna Valley.



'Sharks' listen in via Zoom to four fictitious business presentations made by the BLSV students, scoring them on management, marketing, financial and other categories. Thank you to the Small Business Development Center (SBDC) at Bucknell University for leading this portion of the program!

learn online.

While Porter announced each student by name, they appeared on screen to be recognized by everyone watching the ceremony via Zoom.

Porter has delivered to each school certificates of completion as well as citations from the students' respective state senator.

BLSV is not possible without the volunteerism and financial support of Central PA Chamber members. Each month during the program year, the Chamber relies on local leaders to step up and be a mentor to the next generation. There were more than 50 guests who shared their expertise over the program days.

Porter would also be remiss, if he didn't thank the parents and school officials for showing their support.

If you are interested in being a part of the program next school year, as a student, volunteer and/or sponsor, reach out to Michael Porter at 570-742-7341 or mporter@centralpachamber.com.

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Meadowbrook Christian School recently held its annual Career Expectations & Explorations Day for its middle and high schools students, inviting in professionals to present on a wide variety of topics to aid in college and career planning. Pictured here is Pam Burns of First National Bank, Lewisburg, who spoke in addition to many other Central PA Chamber members.

Congratulations, Graduates!

Bloomsburg Area High School
Theadora Duane

Lewisburg Area High School
William Gronlund

Meadowbrook Christian School
Ashton Canelo
Matthew Terwilliger

Millville Area High School
Jessica Dodge

Milton Area High School
Kelly Hause
Ian Keefer

Southern Columbia Area High School
Morgan Brill
Savich Chapman
Hattie Hopper
Joseph Quinton

Warrior Run High School
Liam Boyer
Nathan McCormack
Kaelyn Watson
Alayna Wilkins
Jason Wood

Michael's Minutes



This is what we do

It is that special time of the year, again, where students across our region are finishing up their school years, holding graduation parties and gearing up for their next steps in life. As the Central PA Business & Education Association, our goal is to help students reach this step in their life successfully. We cannot do this without the help of our many members and businesses on a regular basis. To all those that have helped support "B&E" and its programs, we thank you! As for those of you who are not involved with B&E or understand what we do, let me explain a little bit.

B&E works to develop the youth of today into the leaders of tomorrow. We do this in a multitude of ways, but a highlight (and this month's cover story) is our youth leadership program, Building Leaders for the Susquehanna Valley (BLSV). BLSV is a program for juniors in high school to allow them to better understand how to impact their communities and build the skills necessary to succeed in business and leadership within our region.

We also hold two career fairs, one for elementary school-aged students and one for junior/senior high school students. These career fairs are designed to show opportunities available to students within our communities once they graduate. Fairs like this can help students find their passion and build their interest for a particular career field.

In coordination with the career fairs, we help to assist students in finding opportunities for job shadowing and internships. We work closely with school counselors and teachers from multiple school districts in finding quality job placement opportunities for students to get hands-on experience in the industry they desire to be a part of in the future.

To help prepare students for these types of experiences, B&E promotes the School Counts! Program. This program allows for students to demonstrate that they have the "soft skills" necessary to be successful in any work environment. This includes attendance, punctuality, good attitude and putting forth a good effort.

These are just a few of the many things we do to work with students to prepare them to be the leaders of our region in the future. If you would like your business or organization to be involved with any of these aspects, please, don't hesitate to reach out to me.

Michael Porter
Education Coordinator
mporter@centralpachamber.com



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Jessica's Jottings



Let's celebrate together

We have come to the halfway point of 2021, and let me tell you, the Central PA Chamber has not stopped. We have been busier than ever working with our members and celebrating with them as the region opens back up like it once was.

Recently, we have had the privilege of holding ribbon cutting ceremonies for multiple businesses and organizations that are celebrating new locations. There are a lot of benefits to attending or even conducting a ribbon cutting for your business. For example, at the Big Bam Boo Tea Room's ribbon cutting in Sunbury, many of our members that attended got to experience martial arts along with sipping on delicious herbal tea. Some of these members even became customers after they decided to purchase tea to go home with them. At the grand opening of Mission Autism Clinics in Shamokin Dam, we learned that they were looking to find a professional that deals with speech pathology, and we were able to connect them with another Chamber member - Brighter Pathways Speech and Swallowing Services. Had we not been there to ask questions and listen, they might not have known we have a member they can work with.

It is reasons like these why we encourage our members not only to host ribbon cuttings but also to attend them. You never know what you will learn or who you will meet that might be essential to your personal or professional life. You do not have to be a new business either to hold a ribbon cutting event. We can help you organize one of these for new management, remodel of your space, anniversaries and so much more! If you are a Chamber member, we will help you plan, promote and handle registration (if needed) at no cost to you. Why not take advantage of meeting your fellow Chamber members and making connections that could last a lifetime?

If you are interested in learning more about ribbon cutting ceremonies, be sure to check out our web site and Facebook page for pictures and videos of events we have recently done. There are five ribbon cuttings featured in this issue of IYB alone! Be sure to also go to our events page to see which ones we have coming up that you would be available to attend. We love to see our members celebrate each other and come together especially after the year we all just had. If you have any additional questions or concerns, feel free to call the Central PA Chamber and talk to one of us about these events. Have a great month, and I hope to see you soon!

Jessica Williams
Finance & Membership Director
jwilliams@centralpachamber.com

Thank you!



Thank you to Landis Originals, Lewisburg, for making the custom clocks and Board of Director plaque titles seen here! Stop by and see the quality for yourself, now in our hallway and in the Ross and Smith rooms. One clock features our vision and mission statements while the other shows the year the Central PA Chamber was established. Landis Originals uses cutting-edge technology to design and create personalized gifts, custom products, prototypes and more. Contact Andrew Landis at 570-939-9675 or alandis@landisoriginals.com.



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CPWDC is now Advance Central PA

LEWISBURG - The Central Pennsylvania Workforce Development Corporation (CPWDC), the local Workforce Development Board (WDB) for the Central Pennsylvania region, recently announced that it has rebranded to Advance Central PA.

The rebrand to Advance Central PA reflects a very positive, forward-thinking organization that expresses how the local Workforce Development Board works tirelessly to move the Central Pennsylvania region forward, according to officials.

As the premiere workforce development resource for jobseekers and employers, Advance Central PA's mission is to be the leading vehicle for regional unification, coordination, integration, and alignment of workforce activities, resources, and initiatives to support economic sustainability, improve education systems, and develop and retain a

quality labor force. "We are excited about the new name and the new resources that we will provide as Advance Central PA," said Erica Mulberger, Executive Director. "Our new name and



identity reflects our commitment to leading a market-driven workforce system that meets the needs of employers and workers, and helps Central Pennsylvanians prosper." Along with the name change, Advance Central PA released a new logo design and new web site that echo the Workforce Development Board's continued progress in cultivating emerging industries, supporting existing businesses, and enhancing the skills development of the Central Pennsylvania workforce while taking advantage of strategic opportunities provided by swift economic change.

Visit www.AdvanceCentralPA.org to explore the new web site, brand, and logo design.

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SVCEP partner announced

SUNBURY - The Susquehanna Valley Community Education Project (SVCEP) recently held a press conference to announce the formation of a partnership with Marywood University to provide Middle States Commission for Higher Education accreditation for the proposed new community college start-up.

SVCEP Executive Director Dr. Lenaire Ahlum said, "We are so grateful to have forged this partnership with Marywood University that has been held in high regard for more than a century of service to the Commonwealth. Their history, mission, and core values resonate with the purpose and reasons for establishing a new Pennsylvania community college."

Meghan Beck, President of the SVCEP board, said, "This fulfills a major milestone in our timeline towards launching the new community college. The next milestone is to retain a fiscal sponsor in accordance with Pennsylvania state laws."

The SVCEP announced earlier this year that Economic Modeling Specialists International (Emsi), the leader in labor market and higher education analyses, conducted a study of the first 10 years of the community college and concluded that a new regional community college serving Montour, Northumberland, Snyder and Union counties and adjacent areas will bring conservatively \$78.5 million in new economic activity to the region.

The new community college will offer curricular tracks in skilled trades, agriculture, biology, business, education, engineering, liberal arts, and nursing. It will grant certificates, industry certifications, and associate degrees, with incremental, stackable, transferable credits, allowing students to pursue further education at a four-year university.

There are just 14 public community colleges to serve the approximately 13 million residents of Pennsylvania, and they are located in the Pittsburgh and Philadelphia metro regions, with one in Harrisburg and one in the northeast, according to Ahlum.

Earlier this year, The Pennsylvania State Board of Education approved the plan to establish Erie County Community College with plans to open doors this fall, and it will become the 15th community college. SVCEP aims to make the 16th public community college a reality for Central PA.

For more information, contact Dr. Ahlum at 570-898-4334 or svcep01@newcommunitycollege.org.



State Sen. John Gordner (R-27) was our speaker at the most recent Legislative Event held in The Smith Room at the Central PA Chamber. He spent most of the time discussing the proposed constitutional amendments that appeared on the May 18 primary ballot. All measures won support of the voters, two of which puts limitations on a governor's power when it comes to making disaster declarations.

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Join Us at these Upcoming Events!

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

Refreshments from 12 to 2 p.m., 15% off candles, soaps and decor, and raffle for arrangement after ribbon cutting!

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Employees sometimes lack the skills to thrive in their environment. Practicing gratitude creates stability which goes a long way with staff. Taking one-on-one time, to coach employees toward their personal and professional goals is essential. Also, making timely and transparent decisions, based on a compelling plan, is equally important.



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