

IT'S YOUR BUSINESS

www.centralpachamber.com

Volume 6, Issue 8 - August 2021

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CENTRAL PA

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Jeff Shaffer - Communication Director jshaffer@centralpachamber.com
Michael Porter - Education Coordinator mporter@centralpachamber.com
Jessica Williams - Finance & Membership Director jwilliams@centralpachamber.com

The Inside Scoop



Keep persevering - that is the message we want the Central PA Chamber membership and the greater business community to hear! Whether through encouragement or storytelling, our desire is to lift up others at this year's Annual Meeting coming up next month. Check out this month's cover story and event preview on the next page.

As it's referenced in the story, I would love to hear from you and your story of perseverance. If interested in sharing, please, contact me at your earliest convenience.

Also inside this issue, we announce the big winners of our 6th Annual Golf Ball Drop!, which was held during the 20th Annual Business & Education Golf Tournament that was featured in the July issue of IYB. All checks have been delivered, so find out who the lucky winners were on page 16.

As we all know, area employees continue to struggle to find employees. We're trying to do our part in this current climate, and that's why another job fair was held recently to give employers a boost. Read more on page 11.

Happy "25ish" years to one of our longtime members, Middle Creek Signs! They are staying so busy, they missed the actual milestone, but we're still happy to recognize them! See a couple of beginning and now photos on page 15.

Ribbon cuttings remain popular as society continues to reopen. See the latest on page 14.

There are new members to discover on page 4, Member Spotlights on page 5, a slew of events starting on page 6, and Members Recognized on pages 12 and 13!

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

September Issue

News/Ads Aug. 16 -- Flyer Inserts Aug. 20

Interested in advertising in this publication?
Contact Jeff at jshaffer@centralpachamber.com.

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

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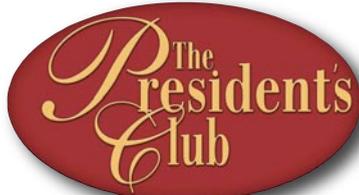
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T-Ross Brothers Construction
The Daily Item
The Standard-Journal
The Wealth Factory
Unique Inspirations Limited
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Weaver Wireless Consultants

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.

Keep persevering

MILTON - How do you describe everything that has happened in the last year and a half?

During the worst of times, it was daunting, to say the least. But, what will many remember moving forward? It may just be a reminder that they have the will to keep on persevering.

At the Central PA Chamber of Commerce's Annual Meeting on Sept. 30, the team plans to celebrate the hard work, dedication, teamwork, grit and perseverance that so many members relied on to pull through the pandemic.

Each Annual Meeting is a time to celebrate, and this year will be no exception.

The event will be held at the familiar Silver Moon Banquet Hall, with catering by Feast of Flavor. You can register now by visiting www.centralpachamber.com/events.

In addition to this year's theme, the event provides an opportunity to recognize the Chamber's board and committee members, as well as present exceptional individuals with a Chamber Impact Award.

"As always, our Annual Meetings are like no other, and I am confident that this year won't disappoint," said Tea Jay Aikey, the Chamber's President & CEO. "That being said, register early so we can be sure to have your award here on time should you be chosen."

"Those who have attended in the past know what I am ref-

erencing and those who haven't will have to come to find out."

The Central PA Chamber does pride itself on providing a unique experience each year. While the format feels familiar, surprises always ensue.

After all that has happened, it's important to come back together as a Chamber family and reflect. There are always opportunities to network and grow your circle. Many who pulled through the pandemic successfully did so because they had a support system in place and people they could rely on in difficult situations. Longtime Central PA Chamber members, new members, as well as the general public are encouraged to attend the Chamber's biggest event of the year!

Event sponsors, thus far, include: Service 1st Federal Credit Union, Meal/Venue Sponsor; Evangelical Community Hospital, Milton Savings Bank, The Daily Item and One Focus Property Management, Centerpiece Sponsors; Susquehanna Fire Equipment Company, Favor Sponsor; and The Wealth Factory, Program Sponsor.

Additional sponsorship opportunities are available. Contact Jessica Williams at 570-742-7341 or jwilliams@centralpachamber.com.

Interested in sharing your story of perseverance? Contact Jeff Shaffer at jshaffer@centralpachamber.com.



Save the Date!

CENTRAL PA
CHAMBER OF COMMERCE

Annual Meeting

11:30 a.m. to 1:30 p.m. Thursday, Sept. 30, 2021
@ The Silver Moon Banquet Hall, Lewisburg
(Feast of Flavor Catering!)

Registration required @
www.centralpachamber.com/events



Persevering

For many businesses and organizations in our region, there had never been a more challenging time than 2020. The Central PA Chamber is proud to share that most of its members survived the myriad of effects brought on by COVID-19. We had numerous businesses even join the Chamber in the middle of the pandemic. For some, this year proved not only a time to survive but thrive! They took challenges head-on, which led to positive outcomes. Our hope is that these "Q&As" will inspire fellow members as we progress into the new year. Always know that the Central PA Chamber, we are here for each other. We are resources. It's not only because of what we offer tangibly, but what can be shared to give others hope for a brighter tomorrow.

MOBILE SELF-COINEX RACEWAY

How did you survive, and even thrive, during the COVID-19 Pandemic of 2020?

We survived the pandemic by going out and talking to realtors, restoration companies, and reaching out to customers constantly to remind them that we are here for them and we will get through this. By checking on our loyal customers, they held their respect for us as a company and continued to use our services. We thrived thanks to those loyal customers and new customers putting their trust into us and working with them any time a situation arose. Without our customers, we wouldn't have been able to get through this time.

What were your greatest challenges?

There were a lot of roadblocks when it came to storage units. Customers didn't have the money to continue paying on their units, and potential customers didn't have the funds to rent units. We survived by working with these customers and let them know that we understand and can help to approach payments based on situations. Another challenge was the change in housing market. We are most busy when people are buying and selling houses, which didn't happen much this year, so we had to get creative on who we reached out to.

What resources helped you most to overcome the challenges?

For Raceway, our resources were our residential and commercial customers. We were a backbone for each other and reminded one another that we will get through this, and the end is coming. There's no better resource than those around you. Another resource was the Central PA Chamber of Commerce. Through the Breakfast Briefings and the Leadership Symposium, we came together as a business community and spoke on ideas of how to overcome the challenge that has been 2020.

What did you learn about your business?

We've learned that Raceway isn't just a company that does work and goes home; we create bonds with people. When we can't meet those bonds that like to give payments in person or stop in to say "hello" because it's not safe, they still call just to talk to us. We have always known that, but these times made that stand out more than ever.

Advice for businesses that were negatively impacted?

Seek help or advice from those around you. There is an endless amount of support in our community, and we all must stick together. Use your Chamber, use the businesses that surround you, call a friend, someone may see something that you cannot. We all get blinded by our business and think we've tried everything, but someone from the outside may have a different perspective.

When available, the Central PA Chamber plans to share these Q&As in its monthly magazine, *Persevering* "Q&A", and for more information, contact Communication Director Jeff Shaffer at jshaffer@centralpachamber.com.

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Some stories of persevering were featured in the 2021 Member Directory and more will be shared at the Annual Meeting.



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New Members

Thermal Product Solutions (TPS)

2821 Old Route 15
New Columbia, PA 17856
570-538-7200

kstimely@tpsovens.com

Kelli Stimely - Director of Human Resources and Safety

www.thermalproductsolutions.com

Thermal Product Solutions (TPS) designs and manufactures industrial and laboratory ovens and furnaces, and environmental temperature cycling and stability test chambers. Product brands include: Blue M, Gruenberg, Lindberg/MPH, Tenney, Wisconsin Oven, and Baker Furnace.

Manufacturers' Association

3405 Board Road, Ste. 100

York, PA 17406

717-885-2337

kwolf@mascpa.org

Karla Wolf - Marketing Coordinator

www.mascpa.org

The Manufacturers' Association is a regional trade organization, serving several hundred member companies located within Southcentral Pennsylvania and Northern Maryland. Our purpose is to help meet the workforce needs of manufacturers that will enable them to be more productive, more competitive, and profitable in an ever-changing and increasingly challenging global marketplace. From trade courses to professional development, we are the easy choice for top notch, highly skilled training that is constantly evolving and expanding the list of programs which can provide members high quality instruction with affordable pricing and can be customized for your own company's needs. We also provide many other member services that serve to support the day-to-day activities of our region's manufacturers. The Association stands ready to assist businesses in manufacturing and logistics and support them with the knowledge they need to thrive!

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larueshaner84@gmail.com

Larue Shaner - Owner

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(As of July 12, 2021)

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and Crossings Hospice

Shirley Nelson Brough

1205 Adams Ave.
Lewisburg, PA 17837
snbrough15@gmail.com

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E-mail jshaffer@centralpachamber.com.



Ashley Parrish, Financial Solutions Center Manager

aparrish@fcbanking.com



(570) 524-5654

www.fcbanking.com

What makes your business unique?

Our office prides itself on our customer service. We have built long-lasting relationships with our customers and see them through all walks of life. Our staff is seasoned and most of us have been at the same office for at least five years or more. A quote from a recent survey read, "They've provided me with tons of very individualized

service. It's amazing to do business with that office!"

What is your Mission Statement?

We exist to improve the financial lives of our neighbors and their businesses.

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

Like to spend time with my family, my husband and I enjoy anything outdoors. You can usually catch us at the park or camping with our two-year-old son, Reece. On the

occasion we have a sitter, you can find us up White Deer Creek trying to find what little trout are in the creek.

What characteristics do you look for in employees?

We are always looking for enthusiastic, personable, reliable and customer service driven people to join our team.

Bobbie Jo Sprenkle, Co-owner

(570) 286-5980

bobbiejosprenkle@gmail.com

187 Haas Manor Road, Sunbury



What makes your business unique?

Mom and dad bought property in 1989. After 20 years of being closed, they rebuilt the established par-3 golf course into an executive par-3 course with driving range.

How do you market your business?

Mainly Facebook, information in the Susquehanna River Valley Guide and participate in Sunbury's River Festival.

What is your Mission Statement?

Our mission is to continuously improve our golf course and driving range facilities to our long-term members as well as guests.

Advice to those who own a business?

If you are doing something you are passion-

ate about, and you work hard you, are moving in the right direction.

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

Golf, kayak, walk my dogs and spend time with my family.

Words to live by?

"If you do what you love, you will never work a day in your life." – Marc Anthony.

What are the top 3 company priorities you focus on?

- Providing our customers with the best possible experience
- Continuously maintaining our fairways, greens and mature landscaping.
- Updating our golf carts, equipment and fa-

cilities.

What characteristics do you look for in employees?

I think any business would look for a loyal, hard working individual. Someone who enjoys what they do and love to be around people.

What philanthropic causes does your business support?

Every summer, we organize and provide free golf lessons for all our area youth. Our instructor/golf professional Dave Zweier is a member of the United States Golf Teachers Federation.



What makes your business unique?

We strive to educate and motivate our clients by using techniques and strategies I learned in the fire service. So, I developed

the Financial Fire Drill.

How do you market your business?

Word-of-mouth and referrals are a big part, and I'm starting to utilize social media.

What is your Mission Statement?

Peace of Mind Through Preparedness

Advice to those who own a business?

Take the time to develop a plan that encompasses business continuation and key person planning.

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

Enjoy playing golf, fishing or hunting

What top 3 company priorities do you focus on?

Client satisfaction, our service model and keeping ahead of industry changes.

What philanthropic causes does your business support?

I support local youth sports as well as fire departments.



Brooks Stahlnecker, President

Brooks@stahlneckergroup.com

(570) 279-6099

www.financialfd.com

What's Happening

LEWISBURG ARTS COUNCIL
music
 7- 8:30 PM IN THE ST. MARY'S PARK
PARK

AUGUST 4
 > NATE MYERS & THE ACES
 > ERIC IAN FARMER
 RAIN DATE: AUGUST 11

SEPT 1
 > ODYSSEY WITH BUZZ MEACHUM
 > STACIA ABERNATHA
 RAIN DATE: SEPT 22



The Lewisburg Arts Council gratefully acknowledges the generosity of the **Woodcock Foundation for the Appreciation of the Arts** for their support of the **Music in the Park** concert series.




LEWISBURG Arts Council
lewisburgartscouncil.com



Music in Cameron Park – 7:00pm-8:30pm

August 3rd – Larry Smith

August 10th – Train Wreck Survivors

August 17th – Kenny Jenkins

Bring a lawn chair!

Sit Back, Relax, and Enjoy!

Mostly Mutts events

SUNBURY – Registration is open for the Mostly Mutts 12th annual Golf Tournament on Wednesday, Sept. 8, at the Susquehanna Valley Country Club, Selinsgrove. The four-person scramble will begin with event-day registration at noon and a shotgun start at 1 p.m. The entry fee of \$85 covers 18 holes of golf, a cart, refreshments, dinner and chances to win various prizes. All proceeds benefit the no-kill shelter in Sunbury.

Prizes will be awarded in the putting contest, closest to the pin, longest putt and closest to the line. Golfers who bring a donation from the Mostly Mutts' wish list, available at www.mostly-muttsonline.com, will receive

a free hotdog at registration, courtesy of the Susquehanna Valley Country Club.

To register for the tournament, golfers may complete the form available on the web site. Checks payable to Mostly Mutts Inc., along with completed registration forms, should be sent to Sunbury Motors KIA, in care of Liz Mertz, P.O. Box 403, Hummels Wharf, Pa. 17831. For information on sponsorship packages, contact Mertz at 570-274-6131.

In addition, "meet and greets" return! Two on the schedule include 9 a.m. to 4 p.m. Sept. 18 during the Milton Harvest Festival and 8:30 a.m. to 4 p.m. Sept. 25 at the Selinsgrove Market Street Festival.

Find the latest member news and events on our Facebook page!

CENTRAL PA BUSINESS & EDUCATION ASSOCIATION Seminar & Training Series

Hidden Talent Pool: Benefits of Hiring Reentrants

9 to 11 a.m. Wednesday, August 4th

Central PA Chamber of Commerce or Online via Zoom

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Date	Event	Location	Time	Cost
8/11/21	Free Safety Training	Diamondback Covers, 354 Enterprise Drive, Philipsburg	8:30 a.m. to 4 p.m.	Free
8/19/21	Small Business Cost Savings and Energy Reduction Calculator Toolkits	Webinar	11 a.m. to 12 p.m.	Free
8/25/21	Using Employee Engagement to Build a Center of Operational Excellence	Webinar	2 to 3 p.m.	Free

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www.bucknell.edu/sbdc

Date	Event	Location	Time	Cost
8/3/21	Business Startup Basics for Central PA: The First Step	Online	10 a.m. to 12 p.m.	Free

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

Weis Center to host live performances this fall

LEWISBURG - This fall, the Weis Center curtains will rise again, and the Central PA community is invited to experience it live.

The 2021-22 line-up includes a diverse schedule of 30 live performances designed to inspire your mind, energize your body and restore your heart.

Performances will include music from: Bali, Scotland, Venezuela, West Africa, Mexico, and Colombia, plus classical music, Americana and roots music, modern dance from three acclaimed companies, jazz, and family-friendly performances. Seven performances are free.

The season will kick-off at 6 p.m. on Friday, Aug. 27 with a free alt-rock and roots concert by Amythyst Kiah as she performs outside on the Weis Center Plaza. Tickets are not required.

The Exchange's Art Cart will be on site from 5:30 to 7 p.m. with special all-ages activities.

Amythyst Kiah's debut, *Wary + Strange*, marks the glorious collision of two vastly different worlds: the iconoclastic alt-rock that first sparked her musical passion, and the roots/old-time-music scene where she's found breakout success in recent years, including recognition from Rolling Stone as "one of Americana's great up-and-coming secrets."

Along with tapping into the vibrant musicality she honed, in part, through her studies in East Tennessee State University's Bluegrass, Old-Time and Country Music program, the Chattanooga, Tenn.-bred singer/songwriter expands on the uncompromising artistry she's displayed as a member of Our Native Daughters, an all-women-of-color super group. Its Kiah-penned standout "Black Myself" received a Grammy nomination for Best American Roots Song and won Song of the Year at the Folk Alliance International Awards.

Kiah was included in People magazine's "Meet the Talented Black Musical Artists Taking over 2021."

The Weis Center's full season will be announced in mid-August. The season brochure will be available at that time as a digital PDF. A limited number of hardcopies will be available upon request. To request a hardcopy brochure, contact Lisa Leighton, marketing and outreach director, at 570-577-3727 or e-mail Lisa.Leighton@bucknell.edu and one will be mailed at no cost.

Limited hardcopies will also be available at the Weis Center and throughout the Susquehanna River Valley region in late August.

The Weis Center's 2021-22 season is supported by the following season-level sponsors: Bucknell Sports Properties, The Daily Item, Seven Mountains Media, Sunbury Broadcasting Corporation and Susquehanna Life.

Event sponsors include: Glenn and Raquel Alexander, Bloomsburg Children's Museum, Centre Daily Times, Coldwell Banker Penn One Real Estate, Doug Candland, Columbia-Montour Visitors Bureau, Julianna and John Cooper, Nancy and Sam Craig, Evangelical Community Hospital, the Exchange/Art Cart, Geisinger, Jazz at Bucknell, Lewisburg Children's Museum, Clayton and David Lightman, Teri MacBride and Steve Guattery, PPL, Press Enter-



The Weis Center for the Performing Arts at Bucknell University is proud to announce it will, once again, host live performances! The season kicks off with a free outdoor concert on Aug. 27 with Amythyst Kiah.

prise, Riverwoods, Service 1st Federal Credit Union, Gary and Sandy Sojka, Standard Journal, Stone State Entertainment, Williamsport Sun Gazette, Karl Voss and Chanin Wendling family and WVIA.

Grant funding for the season includes: Mid Atlantic Arts Foundation, National Endowment for the Arts, and the Pennsylvania Council on the Arts.

Usual ticket subscriptions and seating selections have been temporarily changed for the 2021-22 Season. Subscriptions will not be available during the 2021-22 season.

Tickets for fall 2021 performances will go on sale beginning at 10 a.m. Friday, Aug. 27. Tickets for spring 2022 performances will go on sale at 10 a.m. on Monday, Jan. 10.

All seating will be general admission and will comply with current guidelines. Specific seats cannot be selected when purchasing tickets, and patrons should plan to arrive early to ensure ample time to select an available seat. Auditorium doors open 30 minutes prior to show time. For events with balcony seating, please, note that the balcony level is not accessible by elevator and can only be accessed by stairs. Weis Center staff can assist patrons with accessibility needs to find seating.

Capacity limits will be adjusted for each performance at the venue's discretion and based on current health and safety guidelines.

While on campus, patrons must abide by all Bucknell University health and safety guidelines, including maintaining social distancing and wearing appropriate face coverings, if still being implemented. These protocols may be subject to change at any time. Visit www.Bucknell.edu/WeisCenter for the latest information.

For more information about performances at the Weis Center for the Performing Arts, visit the web site or search for the Weis Center on Instagram, Facebook, Twitter or YouTube.

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Time with Tea Jay



It costs you nothing to be kind

While the yard signs throughout the region have been great reminders, and the challenge to "Be Kind" has been a great exercise, we really need to practice this each and every single moment of the day.

You've heard it before, but I will say it again. It COSTS NOTHING to BE KIND. Sure, you can do something that costs money to be kind, but it's not needed. It could be a kind word, sharing a smile, giving a compliment, giving encouragement or sharing a hug. All of this cost nothing and will make a big impact on the recipient and you, too.

I see kindness among the Central PA Chamber family regularly, and it makes me beam with pride and makes my heart swell. For example, recently, a fledging business owner purchased the membership for another new business. What a beautiful thing to help another in a like situation. I am guessing this will create a great bond between the individuals who did not know one another until we made the connection. In this case, the business owner who purchased the membership for another business asked us to pick the business who would benefit the most. Another recent example is a business leader who is a sponsor for Leadercast Live 2021. They received a complimentary seat to the world's largest one-day leadership event and asked me to find someone who wanted to attend but just did not have the funds to make it this year.

A few weeks ago, I received a message from a community member who wanted to tell me about their experience with a member business I personally recommended to them. They said, "I was so moved by the kindness of the staff at Lewisburg Pharmacy that I was nearly moved to tears. I am so happy that you suggested I go there."

Sometimes, myself included, we are so focused on the fast pace of today's living, and we fail to realize it only takes a second to make a difference with an act of kindness. It takes no time to tell someone how great they did, or better yet, tell their manager how great they did. Too often we only hear what we did not do well. If someone looks nice today, don't be afraid to tell them. If someone seems down on their luck, don't be afraid to talk to them and see if you can brighten their day.

In closing, I must share that my current computer screen saver is a photograph of a woman who I only met for a few seconds and just know her first name (Darnella), but she made such an impact on me.

I've been working on a special project for a year now, trying to strengthen the connection between businesses and the availability of qualified and worthy people reentering the workforce after serving time in jail. This is a project I willingly added to my normal work expectations as I felt it was something much needed. This woman came up to me and thanked me for my efforts and my eyes welled up with tears, and I asked her if I could take a picture with her. Her thanking me made me remember what it is that made me take on this project!

Please, remember, your wallet doesn't have to be, nor should it be, the key to delivering happiness. Now go and be kind, and you'll be richer in so many ways.

Tea Jay Aikey
President & CEO

tjaikey@centralpachamber.com

Breakfast Briefing



Great to see so many new and familiar faces at the most recent Breakfast Briefing on July 16, sponsored by A&A Construction and Services! Owner Adam Wagner talked about some of the recent projects he completed for area homeowners. Learn more at www.aaconstructionandservices.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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Looking for employees?

LEWISBURG - As an employer, you're not alone when it comes to needing employees, but that doesn't mean you have to find them alone.

For the second time this year, so far, the Central PA Chamber of Commerce has co-organized a job fair at the Union County Resource Center, as a way to introduce applicants to employers in desperate need of workers.

Throughout the day on June 24, people of various backgrounds and skills stopped in to meet the six employers present, including members: Strong Spas, Thermal Product Solutions, First Commonwealth Bank and RiverWoods.

Read President & CEO Tea Jay Aikey's column on page 10, and you'll understand leading people to life-changing careers has become a passion of hers, especially those who need a second chance after being incarcerated.

"Seeing individuals who are looked down upon for their past and want to make a positive change for their future is so heartwarming and inspirational to me," she said. "I hope more and more



A job applicant has a conversation with leaders from local First Commonwealth Bank branches. From left: Tonya Robbins, Financial Solutions Center Manager in Milton; Ashley Parrish, Financial Solutions Center Manager in Lewisburg; and Nicole Dunn, Human Resources.



Kelli Stimely, Director of Human Resources and Safety for Thermal Product Solutions (TPS), attends her first job fair with the Central PA Chamber and shares with applicants their number of great openings and benefits.

employers learn how they can become a valuable asset." Regardless of work history or otherwise, everyone seeking a job is welcome to attend these job fairs, and employers are being sought for the next two in 2021. For more information, contact Aikey at 570-742-7341 or tjaikey@centralpachamber.com.

The Central PA Chamber has been providing other ways to assist employers, including maintain a list of job postings on its web site and hosting Seminar & Trainings Series classes of interest.

The next such class is happening soon from 9 to 11 a.m. on Wednesday, Aug. 4, called "Hidden Talent Pool: Benefits of Hiring Reentrants". Register to attend the free class at www.centralpachamber.com/events.

To place your job posting on the Chamber's web site, e-mail an existing link, flyer or text job description to Jeff Shaffer at jshaffer@centralpachamber.com.

WHY US?

What our members are saying...

"THEY ARE FANTASTIC AT REMINDING ME OF DIFFERENT THINGS I CAN DO TO PROMOTE MY BUSINESS IN THE AREA."

- Jim White, VNA Health System



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Members Recognized

Pennsylvania Business Central

STATE COLLEGE - Four Central PA Chamber member businesses, and the women that run them, were recognized among the "Top 50 Women Owned Businesses" in Pennsylvania Business Central's WomeninBusiness publication.

Released at the end of June, it includes: Lauren McDonald of The Wealth Factory, Mary Anne Fleisher of AIM Innovative Marketing, Angela Hummel of Angela Hummel Consulting and Carolyn McGlenn of A New Design Landscape & Stone.

Here is what WomeninBusiness published about each of them...

"In 2012, Lauren McDonald put her prior business savvy to work making a difference and focusing on an underserved segment of the financial services market – women's financial planning and support. Lauren is highly qualified to provide objective financial guidance, investment opportunities, and strategies with passion and compassion. The tone for client interaction at The Wealth Factory, Inc. comes from Lauren's wisdom of real-life experience. Lauren has learned to understand how financial, personal and professional aspects of life can intersect and change. Prospects and clients deserve a warm welcome, a thoughtful and interactive conversation, and a personalized plan. Lauren, a fully licensed LPL Financial Advisor, works alongside fellow LPL Financial Advisor, John Machak, in providing families and businesses with retirement planning and financial services to meet the needs of a lifetime. By leveraging the resources at LPL Financial, Inc., clients get access to the largest independent firm without proprietary products guaranteeing objective advice."

"Mary Anne Fleisher is a communications professional with nearly 35 years of experience in media buying, commercial writing/editing, social media, and sales. Her skills include planning and budgeting media buys for newspaper, radio, TV, Google, Facebook, E-mail marketing, copywriting for commercials, brochures, public relations, blogging, social media, web sites, and magazines. She started her career as a radio sales manager at the FM station owned by her husband. She was a top salesperson for eight years and received her 'Certified Radio Marketing Consultant' certification from the Radio Advertising Bureau. In 1992, she also applied and won the FCC license for an FM Station in Beaver Springs, Pa. After selling the radio station, she started AIM Innovative Marketing. Aim Innovative Marketing specializes in meeting the needs of small local business, my past skills, and new media expertise is what small businesses need in this post-COVID time."

"Angela Hummel Consulting is a coaching and consulting practice based in Central PA focused on leadership, organization, talent and team development. The president and owner, Angela Hummel, holds professional certifications in Human Resources, Talent Development, and Coaching and has over 20 years of experience. The business serves coaching clients, especially women leaders in transition, aspiring to higher levels or those wanting to transition out of executive roles through career coaching, interview preparation, and resume design. The business has an extensive portfolio, serving as an organization's training solution or an extension of an HR team. Through key partnerships, the practice brings the right solution to the table. The owner is a faculty member at the Global Institute of Organizational Coaching and is developing curriculum to certify organizational coaches worldwide. She is also the co-founder of Radiant & Resilient Leadership, where she and her business partner focus on serving healthcare and long-term care clients. You can learn more about Angela Hummel Consulting or schedule a complimentary introductory call at www.angelahummel.com or on LinkedIn or Facebook."

And, "A New Design Landscape & Stone, Inc. is a Pennsylvania Certified Disadvantaged Business Enterprise and Woman Owned Small Business specializing in custom landscape construction and design, as well as a manufacturer and distributor of natural stone products; and commercial snow removal services. Established in August of 2011, they help you envision your dreams. A New Design Landscape & Stone will create the outdoor paradise you always dreamed of. Whether it is an outdoor kitchen, pool house, pergola, pavilion, walkway, or fireplace, they work with each person to find the perfect look for their home or business. they specialize in creating outdoor spaces that offer you enjoyment and relaxation for years to come. Using the latest computer technology, they are able to present a photographic representation allowing one to visualize the project. Whether you are a homeowner, builder/contractor, or architect, there is no match to the pride you feel when you see the breathtaking beauty that natural stone adds to your project. Natural stone conveys your vision from the look of bold ruggedness to sophisticated elegance. A New Design Landscape & Stone, Inc. also offers landscaping design and maintenance as well as grass cutting, lawn maintenance, and snow removal for commercial businesses in the surrounding area."



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Congratulations to all winners and nominees!

Strong Spas

NORTHUMBERLAND - Joseph Petruso and Amanda Frits, production floor managers at Strong Spas, recently completed Lean training and are now certified.

Lean Thinking and Lean Manufacturing is focused on identifying, reducing or eliminating waste from a process to make it more efficient.

The idea behind Lean is to "Continually Improve" or Continuous Improvement (C/I) and eliminate the eight forms of waste (Transportation, Inventory, Movement, Waiting, Over production, Over processing, Defects and Skills not utilized (aka TIMWOODS).

When you are certified, you are always looking for TIMWOODS every day to keep leaning out your processes to make them as profitable and repeatable as possible.

Key items in most lean journeys include 5S programs to clean up and organize and area. The 5S's represent five Japanese words that have been Americanized to: Sort, Set in order,



Amanda Frits and Joseph Petruso

Shine, Standardize and Sustain, which essentially describe a step-by-step process to identify, organize and keep an area clean and organized.

In order to begin, you must start by understanding your current situation, which is done by Value Stream Mapping (VSM), PDCA (Plan Do Check Act), 5 Why's, Fishbone diagrams, Standard Work, to get to the root cause of your inefficiencies. Through the process you identify your ideal future state, and you create target states, which become your small wins along the way to keep you progressing towards the ideal state. Once you know what you need to improve on, you can employ many different methods to eliminate the waste that was identified.

Focus Central PA receives PPL grant

DANVILLE - Focus Central Pennsylvania is pleased to announce it has received a \$3,550 grant from the PPL Foundation.

These funds will support the Elite Prospect Marketing Program Driving Economic Growth. This grant will allow Focus Central PA to engage with an annual comprehensive and full-service business attraction program provided by Global Site Location Industries, LLC (GSLI).

The program will provide a qualified pipeline of project leads and put Central Pennsylvania in front of expanding companies looking for locations to invest in. This program offers interactive micro-sites, social postings, news postings, free trade shows & VIP events, along with the ability to submit and directly engage with all active projects. Through seven lead generation pillars GSLI has advised over 2,100 companies on sites that fit their needs. This initiative will increase the exposure of Central Pennsylvania site opportunities to key target audiences of site selectors and company decision-makers through strategic marketing

outreach via social media, networking events and promotion. Attracting quality investment to Central Pennsylvania drives smart economic growth, provides quality career opportunities and secures quality companies that win in the marketplace, win in the workplace and win in the community.

The PPL Foundation awards annual grants through a competitive application and review process.

Focus Central Pennsylvania is a non-profit with the mission to attract investment that cultivates economic growth in Central PA. The regional partners in this mission include Columbia, Montour, Snyder, Northumberland, Union, Centre and Mifflin counties.

Through strategic partnerships, the PPL Foundation supports organizations working to create vibrant, sustainable communities; promote diversity, equity and inclusion; and empower each citizen to fulfill her or his potential. The PPL Foundation contributes more than \$3 million annually to a wide variety of nonprofit organizations.

To learn more, visit www.pplcares.com.



Evangelical Community Health and Wellness was recently presented a check nearing \$15,000 by Jersey Mike's Subs in Lewisburg to support health education programs and low/no cost screens provided by the hospital to members in the community. Each year in March, Jersey Mike's franchises pick a charity of choice to give back to the community in which they work. Donations throughout the month and 100 percent of sales on their actual Day of Giving (not just profits, but all proceeds that day) were given to Evangelical. The Lewisburg franchise has supported the hospital since its opening in 2016. From left, are: Sheila Packer, Evangelical Community Health and Wellness Manager; Matt Patterson, President, Happy in the Valley, LLC and Owner of Jersey Mike's Lewisburg; and Jersey Mike's Associates Lauren Yost, Jenelle Yarger, Holly Deveaux and Samantha Paules.

LIVE HIGH SCHOOL SPORTS

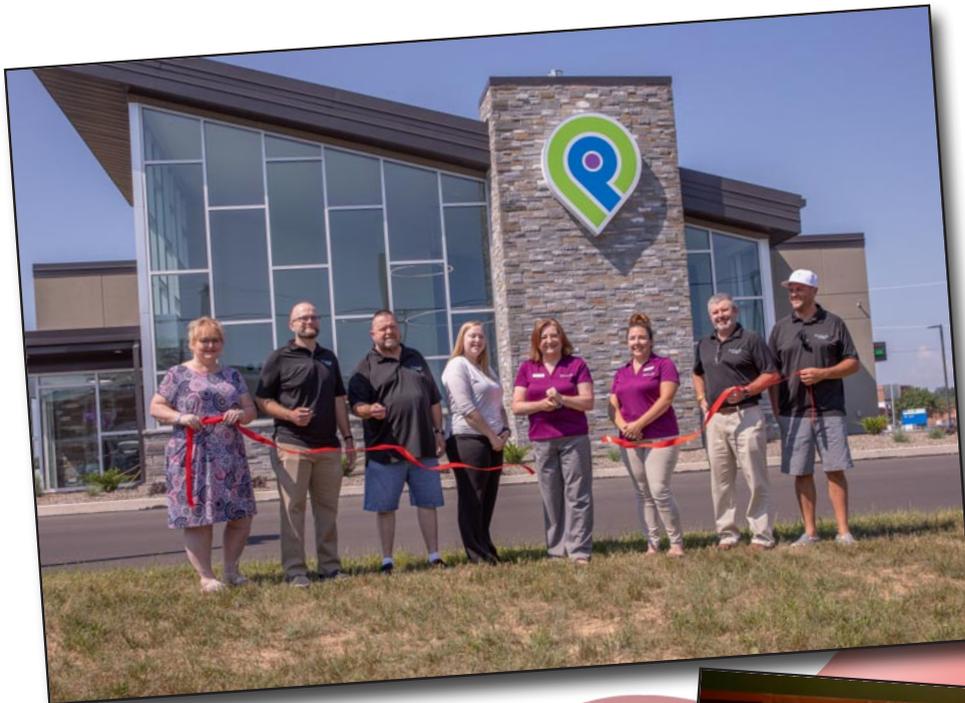
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Ribbon Cuttings



Congratulations to Pinpoint Federal Credit Union! We helped them celebrate their new location at 37 Ferry Lane, Milton, with a ribbon cutting ceremony on June 29. It was followed by free food and fun into the afternoon. Pictured, from left: Tea Jay Aikey, Central PA Chamber President & CEO; Jeff Shaffer, Central PA Chamber Communication Director and Pinpoint FCU Board Member; Jeff Rearick, Board Member; Tiffany Blauch, Member Lending Advocate, Pinpoint FCU; Brenda Raker, CEO, Pinpoint FCU; Courtney McGovern, VP of Operations, Pinpoint FCU; Jason Budman, Board Chairman; Mark Shearer, Board Member. The new, modern-looking facility provides plenty of additional space and amenities to serve members better, including two drive-thru lanes and ATM, coin counter and even a charging station for electric vehicles. Learn more at www.pinpointfcu.org.

Congratulations to Abe's Custom Woodworking! We helped them celebrate the grand opening of their retail location at 416 Chestnut St., Mifflinburg, on July 15. Cutting the ribbon is Summer Showers, granddaughter of owners Bob Sr. and Debbie Showers. From left: Mifflinburg Mayor David Cooney; Karen and Larry Hendricks, friends and organizers of the Valley Outdoors Cabin Fever Expo where the Showers got their start; Congressman Fred Keller; Bob Sr.; sons Bob Jr. and Justin, also Summer's father; Debbie; Union County Commissioner Jeff Reber; Tammy Musser, Debbie's sister; state Rep. David Rowe; Cory Lehman, realtor with Berkshire Hathaway who helped with the building acquisition, also family friend and youth pastor at Freedom Life Church, Montandon; and Tea Jay Aikey, Central PA Chamber President & CEO. It was a great turnout with lots of items on display. Learn more at: www.abeswoodworking.com.



FCFP fundraises for local park

LEWISBURG - The First Community Foundation Partnership of Pennsylvania (FCFP) announced the launch of the Campaign for Rider Park.

This campaign is the first fundraising initiative to provide capital improvements to the 867-acre park. It features over 10 miles of hiking trails leading to three breathtaking vistas and is one of Pennsylvania's great scenic and recreational treasures.

The land was a bequest from Thomas J. Rider (1896-1988) and is owned and operated by FCFP. A local businessman and civic leader, Rider wanted to share his love of recreation and the outdoors with the res-

idents of Lycoming County.

In past years, traffic studies have shown Rider Park averaged over 25,000 visitors annually. The pandemic placed greater emphasis on parks, open spaces, and recreation areas and Rider Park was not immune to this trend. The increase in park users brought more exposure and residents seeing it as a resource they would continue to take advantage of for years to come.

Inspired by Rider's legacy, the park will undergo over \$500,000 in future park improvements focusing on the infrastructure in 2022. The project will include an en-

hanced road and parking area, as well as a new pavilion and rain gardens. Funds raised during the campaign will increase access and capacity at the Park.

President & CEO Jennifer D. Wilson, said "The Foundation is a proud steward of Mr. Rider's legacy. The FCFP Board of Directors continue to invest in this property, which provides opportunities for recreation, exploration and respite in Lycoming County."

For more information on Rider Park or to support the campaign, contact Jason McCahan, Director of Philanthropy, at 570-321-1500.

Welcome Wagon acquired

CORAL SPRING, Fla. - Welcome Wagon, with a mission to help brands and local businesses reach local movers has announced it's been acquired by the Porch Group to join V12, the leader of Porch's marketing software and services division. By joining forces with V12 and Porch, Welcome Wagon is able to provide a broader suite of solutions to help customers to grow.

Founded in 2013 by technology entrepreneur Matt Ehrlichman, Porch is the "Vertical Software Company For The Home", providing software and services to over 11,000+ home service companies such as moving companies, home inspectors, large utility companies, and real estate professionals. These companies use Porch's services to improve their operations, grow their business, and improve their customer experiences. In turn, Porch is introduced to their customers to provide an integrated suite of services to assist from initial move through the homeownership process.

V12 is a leading provider of customer acquisition and retention software and services, providing a new breed of marketing blending technology, data, and analytics to drive accelerated results. V12 offers

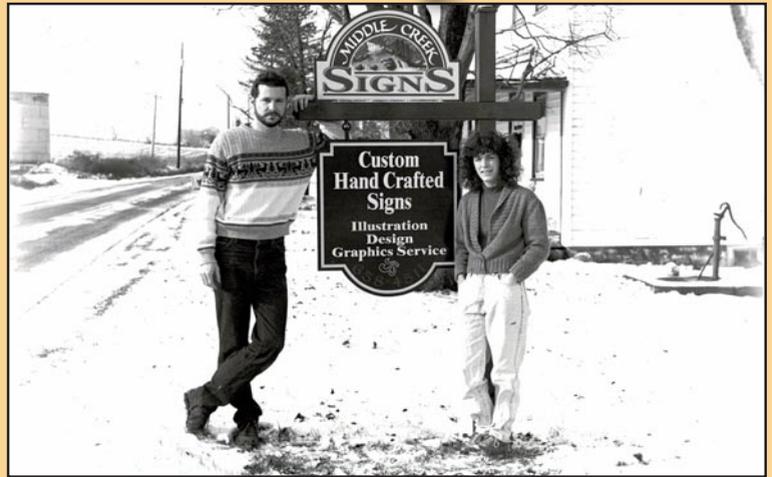
comprehensive solutions that leverage industry-leading data, in-market shopping indicators, state-of-the-art analytics and end-to-end omnichannel marketing execution, all powered by a powerful Customer Data Platform, V12 Velocity.

V12 recently launched MoverTech, a suite of proprietary technology and data solutions to drive a new generation of mover marketing.

"We understand the needs of our clients are constantly growing and this acquisition allows us to be part of a company that can bring even broader solutions to help that growth," said Maria De La Salas, Welcome Wagon President. "We want to emphasize that you will continue to enjoy the same quality products and commitment to service you currently receive from Welcome Wagon.

V12 and Porch are a great fit for Welcome Wagon's culture. They are similarly dedicated to helping local businesses and national brands thrive. Their resources, focus and extensive mover marketing assets will help Welcome Wagon and in turn, you, continue to grow and expand. She can be reached at maria.delasalas@welcomewagon.com.

'25ish' years



Congratulations to Middle Creek Signs on celebrating 25 years in business this year! Actually, the milestone was reached two years ago, but Doug and Trish Brill admit they 'weren't paying attention, so we're celebrating now!' Above is the couple when they started in 1994. Below is a more recent photo with their son, Dan, who joined the family business. Congratulations from your friends at the Central PA Chamber! Learn more about MCS at www.middlecreeksigns.com.



Susquehanna Community Bank at 940 High St. in West Milton began an extensive renovation at the beginning of July, and it will continue throughout the fall. The bank will remain open for business during renovations. The vision for the branch remodel reflects their commitment to invest in the communities they serve while continuing to provide a better banking experience throughout the Susquehanna Valley. Susquehanna Community Bank has six other offices located in Lewisburg, Mifflinburg, Watsonstown, Beaver Springs, Northumberland and Williamsport. Updates on the renovation progress can be found on the bank's Facebook page.

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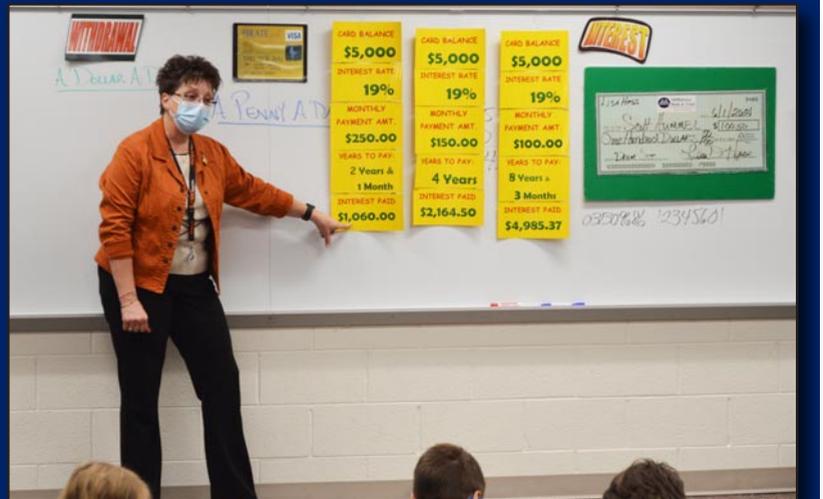
Big winners



Pictured are the three winners of this year's Golf Ball Drop!, sponsored by Service 1st Federal Credit Union and held during the annual Business & Education Golf Tournament on June 25. With the use of a crane from T-Ross Brothers Construction, golf balls were dropped onto a practice green at Bucknell Golf Club to determine the winners. Taking first place and \$1,040, at left, was Andy McDonald, son of Lauren McDonald of The Wealth Factory. The check was presented by Education Coordinator Michael Porter. Second, and winning \$416, at lower left was Andy Sanchez of Strong Spas. This check was presented by Chamber President & CEO Tea Jay Aikey. And, third, winning \$208, was Hunter Nelson of Thermo Fisher Scientific. He is flanked by Porter and Link Harris, manufacturing supervisor.



Lisa Hess, an accountant at Mifflinburg Bank & Trust, recently visited the Mifflinburg Intermediate School to teach lessons on budgeting, credit card use, writing checks and saving money to the 3rd-grade class. She visits local schools annually to help teach kids valuable lessons on saving and money management. 'I feel it's important to plant the seed of financial knowledge at an early age and hope that it will start a conversation within their family,' Hess said. Along with Hess's school visits, Mifflinburg Bank & Trust traditionally hosted bank tours for the Mifflinburg Intermediate School's 3rd-graders each year. The bank hopes to continue with the tours in 2022 after the pandemic postponed the event in 2020 and 2021.



New scholarship

DANVILLE - The Community Giving Foundation: Danville is pleased to announce the creation of a new scholarship fund to support Danville Area High School students.

The Royer Family Scholarship Fund was established by siblings Brent, Chris, and Heather in honor and memory of their family and the support the Danville community has shown them over the years. The Royer family has always shown a commitment to education and service in the local community. At the prompting of a local Danville educator and business owner, the siblings chose to set up a scholarship fund at the Foundation in honor of their father, Dr. Thomas Royer, and in memory of their mother, Mary Jane Ferdinand Royer, and their sister, Dr. Gwyneth Royer. Each was committed to the success and community feeling in Danville through careers and volunteerism in many areas, including the Ronald McDonald House, Camp Victory, Danville School Board, and growth of the Geisinger Health System, Life Flight, and Geisinger Care Center. The family has also participated in many wonderful activities the community has to offer, including Danville Community Singers and Danville High School cheerleading and forensics programs.

The Royer Family Scholarship Fund will award a one-year scholarship to Danville graduating seniors pursuing a career in the Arts. Consideration will be given to students enrolling in a certification program, associates, or undergraduate degree program with a career focus including journalism, music, fine arts, digital media, or other related fields. Special consideration will be given to students who participated in Danville's forensics program. Contributions can be made to the Royer Family Scholarship Fund online at www.cs giving.org.

Michael's Minutes



Preparing the future workforce

This month marks the beginning of a new school year for many schools and students in our region. Whether you are a business owner, teacher, student or even a parent of a student, you will be impacted as students return to the classroom and region.

These moments bring about a lot of great opportunities for all parties involved. As students begin returning to school, they can learn more about what career pathways they have available to them through many programs, including the Central PA Career Fair held locally at the Milton Area High School.

The Central PA Career Fair is held annually with over 1,000 students in attendance each year. Usually there are more than 50 different businesses and organizations representing many industries that students can work in upon graduation of high school if not sooner. The opportunity to highlight these options to the students is going to be even more instrumental in obtaining the workforce you desire in your place of business.

Many of the students that attend this Career Fair are also participating in our School Counts! program.

The School Counts! program helps to highlight many different "soft" skills that local students exhibit during their time in high school. Some of these skills include a great work ethic, great attitude, great attendance and punctuality. Throughout each school year, students must meet certain requirements to prove their commitment to these soft skills. At the end of each year, students receive a certificate from the Central PA Chamber and their high school principal stating these students showcased these skills. In addition, if students complete this for three consecutive years, they receive a letter of recommendation and after four years, they receive a Master Certificate. As a business owner, you can help support these students by participating in the School Counts! program, too! It's as easy as visiting our web site page at, www.centralpachamber.com/school-counts, and then clicking "Register Your Business". By doing so, you are stating that you value these key soft skills in an employee and pledge to prioritize your hiring selections by finding individuals with a School Counts! credential. Upon registration, a decal is sent to you to display in your window as well to help the employee find you. In addition, we offer great educational opportunities to help train your future employees as well. We have both in-person and online seminars available throughout the year. This is a great way for them to develop their knowledge and skills while also having the opportunity to network with fellow chamber members. Educate yourself on these programs and you, too, will grow!

Michael

Michael Porter
Education Coordinator
mporter@centralpachamber.com



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Jessica's Jottings

Providing support



Summer days are starting to wind down, and soon we will be thrown back into the chaos of back-to-school and end-of-year holidays! How did you spend your summer? Did you take a much-needed vacation? Did you work through it, and grow your skills, so you can run an even more efficient business/organization? No matter what type of summer you had, you should be prepared to enter the new season with more enthusiasm on where your business is going and how to get it to the top.

How can the Central PA Chamber of Commerce help you with this? Let's look at some of the pressing issues for businesses these days. If you are looking to grow your employee base, here at the Chamber, we have a couple of ways to help you get the word out.

One is our "Job Opportunities" page on our web site. We currently have around 60 listings from area businesses that are looking for employees. We keep this list updated and share it on our social media platforms as much as we can. If you know someone who is looking for a job, or needs employees, make sure they check this out! If you would like to add your job opportunities to the list, contact Jeff Shaffer at jshaffer@centralpachamber.com.

Another way we are assisting with the employment need is by holding job fairs throughout the year. So far, we have had two successful fairs with several employers taking part. These fairs are allowing people to have on-the-spot interviews and to learn more about the various positions open in our region. If you would like to learn more information on how to get involved, contact Tea Jay Aikey at tjaikey@centralpachamber.com.

We're also happy to share that our Legislative Events will continue and be held, once again, at a familiar location - the Country Cupboard in Lewisburg. No matter your political preference, these events help our business leaders and communities know what is going on with our government at the local, state and federal level. Attending is a great way to ask questions directly to elected officials.

We all know there are more issues businesses face every day, but this will give you hope that you are not alone in facing them. The Central PA Chamber of Commerce has your back and will continue to update you on how we are going to assist you moving forward.

Jessica Williams
Finance & Membership Director
jwilliams@centralpachamber.com



The Cozy Kids Co. devoted the spring 2021 MGMT 101 semester at Bucknell University to Kelsey's Dream. The mission of the company was aiming their focus and energy on helping the children. They held different events and activities in collaboration with Kelsey's Dream to raise money and support young children with childhood cancer. As a cohesive team, all 27 members of The Cozy Kids Co. nurtured and grew the company to what it has become today. By the end of project operations, they hand-made 34 blankets with comforting notes for Kelsey's Dream, raised \$3,156 with an Instagram Bingo and a Virtual 5K week, hosted a Zoom Game Night to connect with the children with cancer at a local hospital, and created Hopper the Cancer Crusher videos for hospitals to share with the children and keep for future use. 'Their energy, drive and passion was impressive, said Kelsey's Dream CEO Tina Kuhns, pictured in front at left with some of the students and hand-made blankets. 'It seemed like each student that I worked with was personally committed to our mission; helping children with cancer.'

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Service 1st sponsored event raises \$50K

DANVILLE - In May, friends and family gathered at Frosty Valley Resort in Danville, for the inaugural Kathleen Deegan Hughes Memorial Golf Tournament.

Service 1st Federal Credit Union was honored to be the primary sponsor for the event, and the golf outing raised over \$50,000 to fund research to one day find a cure for Adrenocortical Carcinoma (ACC).

"Our family is beyond grateful for the generosity and support from this amazing community," said John Deegan, Kathleen's brother. "The outpouring of love is a true testament to the impact that Kathleen had on every single person that she met."

In addition to raising funds, the tournament celebrated Kathleen's resilience and charismatic spirit. Kathleen, the youngest of four siblings, grew up in Danville and was a graduate of Bloomsburg University and a member of Service 1st. Kathleen died in January 2020 at the age of 29 after battling ACC.

John also shared Kathleen's message, "Abnormal symptoms in your body are not something you should ignore. Seeing a doctor right away is worth your time. Following up on your health can change your life. Be proactive and make your health your top priority. Please, share this message with your loved ones, because you never know... you could end up saving their life."

Over 108 volunteers and golfers participated in the inaugural golf outing.



Service 1st Federal Credit Union was honored to sponsor the Kathleen Deegan Hughes Memorial Golf Tournament. The tournament raised \$50,000 to help find a cure for Adrenocortical Carcinoma. From left: Bill Lavage, President/CEO, Service 1st; Karen Wood, Chief Experience Officer, Service 1st; Michael Thomas, Chief Financial Officer, Service 1st; Charlie Deegan; Linda Deegan; and John Deegan.

ACC is a rare cancer affecting less than one per one million people in the United States per year.

All proceeds from the tournament benefited the ACC Warriors Fund. If you would like to make a donation, payments may be made via check to the ACC Warriors, and mailed to: ACC Warriors c/o The Deegans, 30 N Glenbrook Ave., Danville PA 17821. To learn more visit: www.kathleenhughes.org/acc-awareness.

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

Guest Column

Do you know what to do in hurricane season?

Hurricane season is already upon us, a six-month period of time that can bring damaging wind and heavy rain along the east coast. Do you have your home and family prepared?

Each year, PPL Electric Utilities' 1.4 million customers can expect to be affected in some way by hurricanes – or more commonly – their remnants anytime between June 1 and Nov. 30. Severe weather can bring trees down on poles and wires and sometimes cause power outages. If and when that happens, PPL will be prepared to work around the clock to get the lights back on.

Here are some things you can do to prepare your family and home:

- Use surge protectors to help protect appliances and electronics.
- Have ground fault circuit interrupters (GFCIs) professionally installed on your outlets.
- Maintain an emergency kit with food, water, medications and pet supplies.
- Charge phones and other devices before expected storms.
- Buy battery-powered backup charging devices to have available during outages.
- Have flashlights and batteries available in an easily accessible place.
- Make an emergency plan for your home and/or business and review it regularly with family, co-workers.

- Keep personal and insurance documents up-to-date and have copies of them available.

- If strong storms are expected, clean out drains and gutters and secure outdoor furniture from blowing away.

While outages do occur, we continue to make investments to bolster the reliability of the power we provide. This has helped reduce the number of outages our customers experience, and in many cases, it has allowed us to stop outages before they even occur. In fact, with state-of-the-art automated sensors and switches, plus our advanced software system, we've avoided more than one million customer outages since 2015.

Smart grid devices are just one part of our investments to improve reliability for customers. Those devices reduce the size of the area affected by an outage by instantly rerouting power around trouble spots that may pop up. Additional improvements made are new power lines and substations, stronger and more storm-resistant poles, and an improved vegetation-management program that has led to a 30 percent decrease in customer outages since 2011.

For more information about hurricanes and preparing for them, visit www.ready.gov. For additional safety information from PPL, visit ppl-electric.com/safety.

- Tracie Witter,
Regional Affairs Director
PPL Electric Utilities
tlwitter@pplweb.com

BY THE NUMBERS...

*As of press time

There are **532** Central PA Chamber Members representing **7** states and **85** zip codes.

The most popular Facebook post of July had **2,535** reaches.

In the last 30 days, www.centralpachamber.com web pages were visited **3,372** times.

Join us at these upcoming events!

BREAKFAST BRIEFING

7:30 to 9 a.m. Friday, Aug. 13 @
the Central PA Chamber of Commerce,
30 Lawton Lane, Milton.

Free to Attend - **Registration is Required**

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CENTRAL PA BUSINESS & EDUCATION ASSOCIATION Seminar & Training Series

How to Deliver a Great Elevator Speech

9 to 11 a.m. Wednesday, September 1 @
Central PA Chamber of Commerce, 30 Lawton Lane, Milton
Cost: **\$5 for Members / \$10 for Non-Members**
Register: www.centralpachamber.com/events

Presented by:



CENTRAL PA CHAMBER OF COMMERCE welcomes

State Rep. Lynda Schlegel Culver



7:30 to 9 a.m. Friday, Sept. 17 @ Country Cupboard, Lewisburg

Admission: \$17

Register @ www.centralpachamber.com/events

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Call 570-742-7341 for details

CENTRAL PA CHAMBER OF COMMERCE INSIDE JOBS

11 a.m. to 1 p.m. Thursday, Sept. 23
@ Thermal Product Solutions (TPS)
2821 Old Route 15, New Columbia

Featuring:



- No open-toed shoes or high heels permitted
- Safety glasses required (provided or bring your own)
- Refreshments provided

*Inside Jobs offers members a chance to tour facilities of fellow businesses/organizations.
Find tour details and register @ www.centralpachamber.com/events.*

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Ten facts about KPN

by Mark Carollo, Associate Director of Cooperative Purchasing

1. We go to bid and solicit competitive, sealed-bid pricing, on behalf of our members.

Our sole purpose is to save school districts and other public agencies time and money by soliciting bids and leveraging demand. Cooperatively we can deliver better prices at a lower cost of acquisition. Occasionally, we issue requests for proposals (RFPs), but the overwhelming majority of our work centers on requests for bids, contract awards, and contract management.

2. We follow strict bidding procedures prescribed by law.

Since we are a public, education agency, we must follow bidding laws applicable to the Commonwealth of Pennsylvania.

3. We get our authority from Pennsylvania State Law.

KPN is a program of the Central Susquehanna Intermediate Unit, No. 16. The CSIU is an educational agency established by a law passed by the Pennsylvania Legislature in 1971. As a public agency, we derive our bidding authority from Pennsylvania state law, which extends that right and responsibility to local jurisdictions.

4. We have been around a long time.

We're no Johnny-come-lately. KPN started its cooperative purchasing efforts in 1974, so we may be older than many buyers using our program. We use our experience to solicit better bids and award useful contracts.

5. We started under a different name.

Originally, we were the Pennsylvania Education Joint Purchasing Counsel, a regional purchasing cooperative started by the Central Susquehanna Intermediate Unit. We changed our name when our program became so popular that schools throughout Pennsylvania and the United States started using our contracts.

6. We serve agencies throughout the United States.

While we started locally nearly four decades ago, we now serve agencies in 43 states with KPN contracts. Each member agency exercises its right to use KPN contracts under the authority of their own respective state laws which contain language allowing them to cooperate with other agencies.

7. We invite any public agency to become a member for free.

While there are no fees to use our contracts, we require that you become a member by filling out a short membership form and accepting the terms and conditions. Membership is free. Just to mention some types of eligible agencies, our membership is open to school districts, intermediate agencies, vocational and technical education agencies, charter schools, court schools, cities, counties, towns, villages, court systems, police departments, libraries, community colleges, universities, non-public schools, states, non-profits, and special districts.

8. We cooperate with AEPA.

We are a founding member of the Association of Educational Purchasing Agencies (AEPA) and cooperate with 26 other states on many requests for bids so that we can leverage national demand to achieve lower bid pricing.

9. We are located in the central heart of our state in Milton, Pennsylvania.

Visit us or send us mail: Central Susquehanna Intermediate Unit, 90 Lawton Lane, Milton, PA 17847.

10. We work so you can buy immediately under a fully legal purchasing instrument.

After you become a member, you can buy immediately without having to go to bid yourself. We have written the specifications, advertised for bids, published the bid solicitation, accepted sealed bid submissions, evaluated the results, awarded to low bidders, and managed awarded vendors.

Register/learn more @ www.thekpn.org/accounts/register

or contact Mark Carollo at 570-246-5936 or mcarollo@csiu.org.