

IT'S YOUR BUSINESS

www.centralpachamber.com

Volume 8, Issue 8 - August 2023



Teaming up for 'B&E', pg. 3



'Fine Day for Wine Day',

pg. 11

CENTRAL PA

CHAMBER OF COMMERCE

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tjaikey@centralpachamber.com

Jeff Shaffer - Communication Director

jshaffer@centralpachamber.com

Jessica Beaver - Finance & Membership Director

jbeaver@centralpachamber.com

Ryan Workman - Business & Education Coordinator

rworkman@centralpachamber.com

The Inside Scoop

As you may recall, we postponed the original date of our annual B&E Golf Tournament due to heavy rain. While we traded it for intense summer heat, it was a wonderful day! See why it continues to be a special day for us and numerous members by reading our cover story on the next page.

The tournament wasn't the only time we spent outdoors with members this past month. We also held our inaugural Fine Day for Wine Day, which included stops at five member wineries, all while being chauffeured in a top-quality motorcoach. See who was involved and joined us for the trip on page 11.

As usual, there is never a shortage of new members to welcome. Find out who are among them, starting on page 4. President & CEO Tea Jay Aikey found one of them to be especially near-and-dear to her heart. Find out why on page 10.

There are quite a few people and organizations to recognize this month starting on page 12. From retirements and new hires to promotions and awards, see who are featured in "Members Recognized".

A new class of Raising the Board is fast approaching, and Business & Education Coordinator Ryan Workman is excited to tell you about it and why you should consider being there. Turn to page 17 for details!

Summer is still in full swing, and we have many Chamber and member events featured throughout the issue. Make sure to show your support and also find opportunities to expand your network.

Enjoy the issue!



Jeff Shaffer, Editor
Communication Director
jshaffer@centralpachamber.com

The President's Club

Abe's Custom Woodworking

Asbury River Woods

Backyard Broadcasting of PA

Century 21 Mertz & Associates

Coldwell Banker Perm One Real Estate

Contrast Communications

Decal Dynasty

Endless Mountain Enterprises

Evangelical Community Hospital

First Commonwealth Bank

Fulton Bank

Heaven's Best Carpet Cleaning

Heritage Springs Memory Care

Hosterman Creative

Hot Frog Print & Media

i3 Point-of-Sale

iHeartMedia

Java Momma

Jersey Shore State Bank

Keystone Advertising

La Primavera Italiano Ristorante

Lawton Insurance Agency

Lewisburg Pharmacy

LIVIC Civil

Meixell Diehl Insurance

Mifflinburg Bank & Trust Company

Near Me Entertainment

Nesco Resource

North Central Sight Services

North Shore Railroad Company

Pennsylvania American Water

PenTeleData

PPL Electric Utilities

RE/MAX Bridges - Ann Hilliard

RHP Law Firm

Service 1st Federal Credit Union

Service Electric Cablevision/SECV8

Sunbury Broadcasting Corporation

Susquehanna Fire Equipment Co.

Susquehanna Valley Limousine

Sync Solutions

T-Ross Brothers Construction

The Standard-Journal

The UPS Store

The Wealth Factory

UPMC

USA Life Company

The President's Club is an exclusive sponsorship program created to prominently recognize members that contribute to the Central PA Chamber over and above their annual membership investment. Learn more at centralpachamber.com/tpc.

IYB Deadlines

Below are upcoming *It's Your Business* due dates. Every effort is made to include information in a timely manner. *Note: Only paid advertisements are guaranteed.*

**September Digital Issue
News & Ads
due by Aug. 11**

**Fall Print Issue*
(released early October)
Ads & Flyers
due by Sept. 8**

**October Digital Issue
News & Ads
due by Sept. 15**

*The Central PA Chamber also publishes *IYB Quarterly* four times a year. Copies are available at public member locations across the region.

Teaming up for 'B&E'

LEWISBURG - It takes a village to raise a child, and it takes a wonderful Chamber membership to conduct a great golf tournament!

Between 22 golf teams and several dozen volunteers and sponsors, a sizable portion of Central PA Chamber supporters helped the organization hold another successful year of the Business & Education Golf Tournament on Friday, July 28, at Bucknell Golf Club. Revenue is projected to come in at more than \$20,000!

T-Ross Brothers Construction returned as the Master Sponsor, once again, for this 22nd year of the tournament. And, Service 1st Federal Credit Union retained its standing as the sponsor of the Golf Ball Drop!, which is held just prior to the golf tournament on a practice green outside of the BGC Clubhouse. (The Central PA Chamber is in the process of contacting its three winners from the drop, and they will be featured in the September issue of It's Your Business.)

It was a hot, but otherwise blue sky day for B&E's biggest fundraiser of the year, which supports programs building the skills of the current and future workforce. For more information, contact Ryan Workman at 570-742-7341 or rworkman@centralpachamber.com, and visit: www.centralpachamber.com/business-and-education-association.

"We are so grateful for the ongoing support of longtime and new Central PA Chamber members alike," said Chamber President & CEO Tea Jay Aikey. "From the players and volunteers to sponsors and other donors, we couldn't pull off this tournament without them. "The staff of the Bucknell Golf Club, too, also make this an even better experience with their willingness to help in any way possible."



Above, is the winning foursome from the 22nd Annual Business & Education Golf Tournament, held Friday, July 28, at Bucknell Golf Club, Lewisburg. From left: Eric Steen, Hannah Rabb, Rachael Herb and Matt Rabb. They squeezed out the victory on a scorecard tie break! *On the cover: Herb, representing Golf Ball Drop! Sponsor Service 1st Federal Credit Union, and Todd Ross of T-Ross Brothers Construction, the golf tournament's Master Sponsor. T-Ross provides the crane and basket used for dumping the golf balls to conduct the side fundraiser Golf Ball Drop! Background image from BGC is by Hosterman Creative.*

You can be sure the 23rd Annual B&E Golf Tournament will be taking place! Save the date for Friday, June 28, right back at BGC. Congratulations to this year's winning foursome, which included: Matt Rabb, his daughter Hannah, Eric Steen and Rachael Herb, who also dumped the golf balls on behalf of Service 1st FCU during the Golf Ball Drop.

The Central PA Chamber thanks everyone for their participation, and you can find the whole list of sponsors on page 17. Interested in playing, volunteering and/or sponsoring next year's tournament? Call 570-742-7341.

Turn to pages 16 & 17 for more information on the 22nd Annual B&E Golf Tournament!



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New Members

The Social Profit

735 Market St.
Lewisburg, PA 17837
443-504-8189
mike@thesocialprofit.com
Mike Coleman - Founder
www.thesocialprofit.com

Founded in 2016 by Mike Coleman in Montgomery County, PA, the company started small, specializing in social media management, serving a few local businesses. Since then, we've served over 250 local businesses. Led by CEO Mike Coleman, our team includes over 10 expert digital marketers, including SEO and PPC specialists, a social media manager, a web designer and developer, and video/photo producers.

GetHRready

277 Kinley Drive
Cogan Station, PA 17728
844-438-8477
solutions@gethrready.com
Mark Morgenfruh - President and CEO
www.gethrready.com

We deliver the best in HR support for all businesses across America. HR Handbooks, HR Audits, HR Hotlines, Do-It-Yourself HR Service and Strategic Human Resources consultation.

Gray Builders

136 Columbia Hill Road
Danville, PA 17821
570-898-5693
wfetterman@graybuilders.net
Whitney Fetterman - Relationship Manager
www.graybuilders.net

Residential and commercial construction, including service work (small jobs), new builds, renovations, additions and exterior.

PHN Charitable Foundation

55 Pitt St.
Sharon, PA 16146
724-981-2874
cmusser@primary-health.net
Courtney Musser - Events Coordinator
www.primary-health.net/our-foundation

PHNCF is the fundraising arm of The Primary Health Network. We sponsor community events and hold our own events in the community. We strive to support the communities we serve.

Find the latest member news on our
Facebook and Instagram pages!

TAKE THE EIGHT
DIMENSIONS OF
WELLNESS
SURVEY NOW!



findingbalancenorthcentralpa.com

Pro Supply

2940 State Route 973 East
Cogan Station, PA 17728
570-494-0400
Sales@TheProSupply.com
Jason Smith - Co-Owner
www.theprosupply.com

We offer a variety of products ranging from cleaning & packaging supplies to ice melt & copy paper. Also, a broad selection of can liners, soaps, sanitizers, tissue products, & food service supplies.

Phoenix Water and Wastewater Operations

664 Mahoning St.
Milton, PA 17847
570-854-4113
Jwelliver@phoenixwawo.com
Jason Welliver - Marketing/Sales Manager
www.phoenixwawo.com

Serving Local Communities, Municipalities, Industries, Schools, Campgrounds, Mobile Home Parks, Townships, Real Estate Properties in Certified Water and Wastewater Operations, Contract Water Treatment Operators, Contract Wastewater Treatment Operators, Stormwater Sampling, Consulting, Monthly Sampling, Water Supply and Distribution, Industrial Discharge Sampling, NPDES Permit Renewals/Transfers, PFAS Testing, eDMR/DWELR Submissions.

See "New Members" (on page 9)

Membership Renewals

(As of July 24, 2023)

ADERS (Autism Diagnostic
Evaluations Resources
& Services)

Arthurs Pet Pantry

Asbury RiverWoods Senior
Living Community

BNI Central PA

Bowen Agency Realtors
- Lewisburg

Bowen Agency Realtors
- Selinsgrove

Campus Theatre

Caring Communities for AIDS
- Bloomsburg

Caring Communities for AIDS
- Wilkes-Barre

Donald L. Heiter
Community Center

Image One Technologies

Intrada Technologies

IT Data Consultants

Keystone Power Washers
& Auto Detailing

Keystone Sporting Arms

Kurtz's Motorsports

Lifting Little Lives

McCann School of Business
& Technology

Mountain View

Myoptik

Nesco Resource (DePasquale
Staffing Services)

Pennsylvania College of
Technology - Workforce
Development

Providence Engineering
Corporation

Ron Mackley

Roto-Rooter Sewer & Drain
S & L Services

Snyder & Union County Times
SUMMIT Early Learning

Susquehanna Valley
Community Education Project

Verizon Wireless

- Russell Cellular - Danville

Verizon Wireless

- Russell Cellular - Mifflinburg

VNA Health System / Lewisburg
Home Health and Crossings

Hospice



Amanda Wolfe, Marketing Specialist

awolfe@zartman.com

3000 Point Township Drive, Northumberland

570-275-4400

How long have you been in business?
50 years

What makes your business unique?

We are a general contractor who believes that quality and customer satisfaction should be one of our top priorities. Zartman always puts safety first as well, we want everyone to go home at the end of the day in the same condition they arrived to work in the morning.

What is a service that people are surprised to learn you offer?

Rigging and moving, we have a dedicated team of millwrights who specialize in the rigging, moving, dismantling and set-up of in-

dustrial equipment.

What is your Mission Statement?

To provide expert construction services to our customers: Sometimes Outpromised, Never Outperformed.

What other community organizations do you participate with?

Several professional, trade and business associations, including: American Institute of Architects; American Society of Civil Engineers; National Society of Professional Engineers; Construction Professional Management Association; American Rental Association; Associated Builders & Contrac-

tors; Association of Equipment Management Professionals; Central Pennsylvania Safety Association; Metal Building Contractors & Erectors Association; Specialized Carriers & Riggers Association; Central Susquehanna Builders Association; Con/Steel Alliance; Pennsylvania Builders Association; West Branch Susquehanna Builders Association; American Institute of Public Accountants; Construction Financial Management Association; Columba Montour and Greater Susquehanna Valley chambers of commerce; Kiwanis Club; and Susquehanna Resource Management Association.

Molly Aungst,

Director of Marketing and Events

570-271-7937

24 Trembulak Way, Danville

maungst@rmhdanville.com



Ronald McDonald House® Danville

How long have you been in business?
Since 1981.

What makes your organization unique?

Serving families from 65 of 67 counties in Pennsylvania, 34 states and 27 countries, the Ronald McDonald House has provided love and care to over 416,000 guests over the past 42 years. The House is often referred to as the "House that Love Built", because it was the seed of an idea inspired to provide a second home that offers familiar and comforting amenities.

What is your Mission Statement?

The Ronald McDonald House of Danville

provides a "home-away-from-home" for families of children who are hospitalized or receiving outpatient care at area hospitals.

What is a service that people are surprised to learn you offer?

Along with our 19-room guest house, the Ronald McDonald House of Danville (RMHD) also has a Family Room inside the Janet Weis Children's Hospital. The Family Room has extended the support of our Ronald McDonald House into the hospital by offering a quiet, comfortable place for families to rest and regroup during their child's treatment. RMHD also hosts Camp Dost, a

summer camp for pediatric cancer patients held each summer at Camp Victory in Millville.

What other community organizations do you participate with?

Greater Susquehanna Valley, Columbia Montour, and Williamsport/Lycoming chambers of commerce, Chamber of Business and Industry of Centre County, Columbia Montour Visitor's Bureau, and BNI Iron Valley.



Robert Showers, Owner/Operator

bob@abeswoodworking.com

570-966-7022

416 Chestnut St., Mifflinburg

How long have you been in business?
Seven years.

What makes your business unique?

We offer custom and personal woodworking products.

What is a service that people are surprised to learn you offer?

Making and replicating pieces by repairing all types of personal items such as furniture.

What is your Mission Statement?

Abe's Custom Woodworking builds woodworking products that conform to your imagination. Deep in the heart of Pennsylvania Dutch Country are wood products that enhance the beauty in and around your home. We believe we make our products strong and add the finishing touches into our work to make it last for a lifetime. They

are 100 percent American and Veteran made products.

What other community organizations do you participate with?

Pennsylvania Campground Owners Association and the Susquehanna River Valley Visitor's Bureau.

What's Happening



Raising the Board is designed to build the skills and confidence of current and future members of non-profit and corporate boards.



"Whether you already serve on a board or are interested in serving a board, I found the courses to be very helpful. It has everything you would need to know to serve and to serve well!"

- Corey Mowrey, RtB Graduate

Featuring 4 focus areas:

Practice

Vision & Mission, Culture and Strategic Planning

Apply

Financial Essentials, Fundraising, Bylaws and Meeting Protocols

Act

Ethics, Servant Leadership, Personal Why Statements and Serving on Committees

Connect

Communication Protocols, Social Media, Advocacy and Marketing

NEXT CLASS: 8 a.m. to 4 p.m. Wednesday, September 20 @ the Central PA Chamber of Commerce, 30 Lawton Lane, Milton

Cost: \$99.00

Includes Lunch Provided By:



Contact Ryan Workman @ rworkman@centralpachamber.com or 570-742-7341 / Register: www.centralpachamber.com/rtb

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



MILTON YMCA LIFEGUARD COURSE



Pretest: Aug 16th 6:30-7:30pm

Aug 20th : 12pm-6pm

Aug 21st : CPR 5-8pm

Aug 27th: 12pm-6pm

Must be 15 years of age before the last class.

Blended Learning Course

Online learning **MUST** be completed by Friday

Registration Fee: \$40.00 (NON-REFUNDABLE. Remaining balance due up on successful pretest)

Member: \$205.00

Non-Member: \$235.00

Contact Jill Snyder: jillstender@yahoo.com

RECERT COURSE:

August 21st : 5-8pm CPR

August 27th: 12-6pm (MUST COME TO BOTH DAYS)

MEMBERS: \$80
NON-MEMBERS: \$100

REGISTER ONLINE OR CALL FRONT DESK AT 570.742.7321

12 BOUND AVE MILTON PA 17847

Send your event information to jshaffer@centralpachamber.com!

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Ye Old Meeting Place Arthur's Pet Pantry Bingo

Saturday August 19, 2023

Doors Open at 2 Games at 3 Gift /Certificate Prizes 50/50 and Basket Raffle

Kitchen Open with limited menu

Tickets \$25.00

8350 PA-405 Milton, PA 17847

Come and join us for a fun day!

20 games 5 specials,

Try your luck to win some gift cards!

Proceeds Benefit Arthur's Pet Pantry



For Tickets contact Sue Straub 570-412-1500

SUNBURY RIVER FESTIVAL

When:
August 18th & 19th

Where:
Fourth Street in Sunbury
between Service 1st and
Sunbury Motors

Please email Amie at hello@sunburyrevitalization.org
for more information




Norman E. Buck Memorial Golf Tournament

Sunday September 10, 2023
Wynding Brook Golf Club
Shotgun Start 9:00am

\$80 per Golfer \$320 per 4 Person Scramble

Fee per golfer includes:
8am-8:45am Registration & Continental Breakfast, Cart/Green Fees, Goodie Bag, Soda,
Water, Hot Dogs, Served Lunch and Awards for Contest Winners

Norman E. Buck Scholarship Mission Statement:


Keeping it "INN" the community, the scholarship benefits area students who wish to continue their
education in Culinary Arts, Music, Business Management, Heating and Air and Plumbing Interests

*For more information on playing and/or sponsoring,
call Pam Showers @ 570-583-1832!*

BREAKFAST BRIEFING

Off-site! 7:30 to 9 a.m. Friday, Sept. 8 @ *Off-site!*
Central Susquehanna Intermediate Unit
90 Lawton Lane, Milton.

Free to Attend
(Registration is Required)

Sponsored by: 

Central Susquehanna
Intermediate Unit



GRIEF SHARE

WEEKLY GRIEF SUPPORT GROUP

Tuesdays at 6:30pm
beginning June 27th through Sept 5th

Roupp Funeral Home
Mifflinburg, PA

Date	Event	Location	Time	Cost
8/17	The Heavy Life of CMMC	Webinar	2 to 3 p.m.	Free
9/12	Manage Your Pipeline to Manage Success	Webinar	12 to 1 p.m.	Free
9/14	Lean Manufacturing Level One Certification - Lycoming County	Webinar	10 to 11 a.m.	\$1,895



Lauri Moon
Manager, Outreach &
Special Projects
570-329-3200

www.imcpa.com/events

SBDC

PENNSYLVANIA

**Small Business
Development Center**
Bucknell University

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

Date	Event	Location	Time	Cost
8/10	Business Startup Basics for Central PA: The First Step	416 Market St. (DeWitt Bldg., 3rd Floor) Lewisburg	9:30 to 11:30 a.m.	No Fee

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

Start with the Bucknell SBDC!

New Members (cont.)

Great Dane
891 Strick Lane
Danville, PA 17821
570-437-3141

jmcnamara@greatdane.com
Jessica McNamara - Human Resources Manager
www.greatdane.com

With a history dating back to 1900, Great Dane has established itself as the transportation solutions leader of today – delivering innovative products and exceptional services that help our customers and employees succeed. We not only engineer durable and high-quality trailers and truck bodies, we foster relationships that last a lifetime.

Watsonstown Historical Association

109 Main St.
Watsonstown, PA 17777
570-538-1777

djnova@windstream.net

Diana Johnson - Board Member

www.facebook.com/WatsonstownHistoricalAssociation

Our goal is to promote the preservation of personal and public archives and collections; to protect our historic buildings; to educate and encourage an enthusiastic ongoing interest of Watsonstown's rich history to enhance our local and surrounding community. Our vision is to become a community-based, research facility and historic museum, that will uplift the community by preserving its treasures and honoring its past. Our main interest is Watsonstown and the surrounding communities of the Warrior Run School District, which reaches across Montour, Northumberland and Union counties. These areas include, but are not limited to: Allenwood, Dewart, Exchange, Limestoneville, McEwensville, Turbotville, Washingtonville, Whitehall, and Anthony, Delaware, Gregg, Lewis, and Limestone townships. Our range also extends to the New Columbia and White Deer areas as we recognize the historic school boundaries.

BREAKFAST BRIEFING

7:30 to 9 a.m. Friday, Sept. 22 @
the Central PA Chamber of Commerce
30 Lawton Lane, Milton.

Members - FREE; Non-members - \$7
(Registration is Required)

Sponsored by: **Fulton Bank**

Banner program in third year

MILTON - The Milton Rotary Club is celebrating its third year honoring Hometown Heroes.

In the midst of the Covid-19 pandemic, the Milton Rotary Club developed the Hometown Heroes banner program to recognize essential workers and honor current and past veterans. What developed as a small way to say, "thank you" has become something very positive. As you drive through Milton, you can see veterans, teachers and supporters of Milton displayed on various poles.

The club started in 2021 with 36 banners displayed throughout Milton and has grown the pro-

gram to 46 banners this year. The 2023 Hometown Heroes were hung just in time for Memorial Day and will be proudly displayed until May 2024.

This program helps to support the Milton YMCA, Milton Library, Panther Packs, MASD and WRSD Scholarship Funds, and so much more.

The Milton Rotary Club would like to thank the Milton Borough for hanging the banners and the banner sponsors for supporting the program. To learn more about the program, or to be placed on the 2024 waiting list, e-mail the Milton Rotary Club at miltonparotary@gmail.com.

5th Annual

Masquerade Ball

Friday, September 15, 2023
Bush House Estate ♦ Muncy

PURCHASE TICKETS



Ronald McDonald
House
Danville



*Find the latest member news and events on our
Facebook and Instagram pages!*

Annual 5/10K trail run at Camp Mount Luther

MIFFLINBURG - Camp Mount Luther will be holding a 5- and 10-kilometer trail run race at the camp on Saturday, Sept. 2. This is an entry-level trail race on Mount Luther grounds with proceeds going to the camp. The start time for the race is 9 a.m. Runners decide on race day if they want to do a 5K or 10K (a double loop of the 5K) run. Registration is \$35 and opens at 7:30 on race day. Shower facilities are available after the race. All miles for the course will be marked, and there is one water stop on the course. There will also be a Kids Fun Run. The age groups are 6 and under and 7 to 10. Special awards will be presented to every participant in the fun run. Again, this year there will also be a one-mile fun walk. The same registration fees and amenities apply. The walk will be on a dirt road. Timing will be electronically done. To register, visit <https://runsignup.com/Race/PA/Mifflinburg/DandelionRun5k10kTrailRace>.

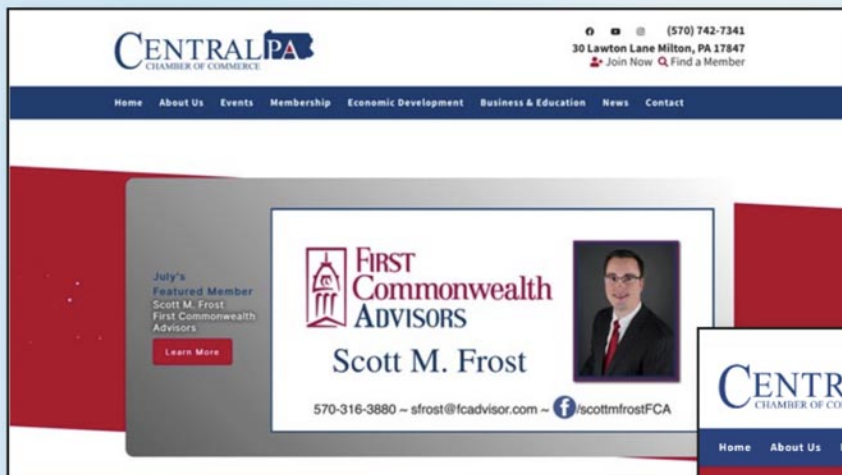
You must be registered by midnight, Aug. 14 to receive a hoodie. There will be an awards ceremony following the races. The Dandelion Run, begun in 2002, is organized by Joel and Shelley Heasley of Middleburg. It was named in honor and memory of The Rev. Glenn E. Heasley, Jr., former Assistant to the Bishop of the Upper Susquehanna Synod of the Evangelical Lutheran Church in America. Glenn's favorite "flower" was the dandelion. Heasley's widow, Shirley, is also involved in the planning of the race. Camp Mount Luther, located five miles west of Mifflinburg off Route 45, is a Christian church camp that runs year-round outdoor ministry programming, including an eight-week summer camp. In addition, the camp facilities are available for retreats and other meetings for church, community, and civic groups during the non-summer months. For more information, visit www.campmountluther.org.

Chamber Blood Drive



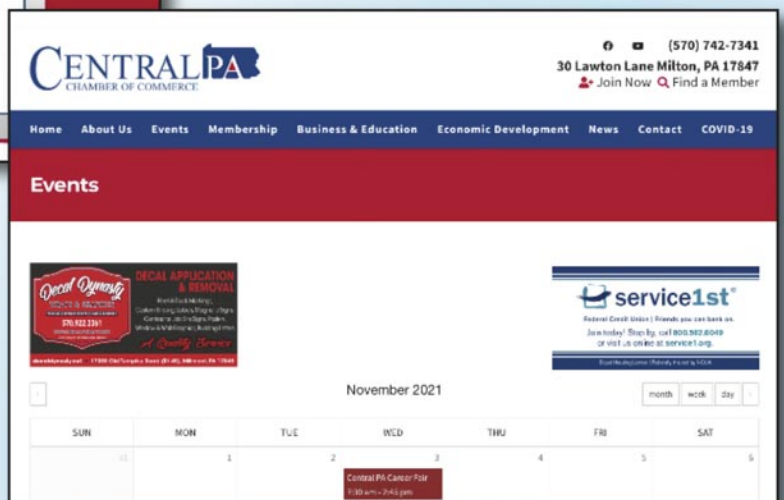
Thank you to John Machak of The Wealth Factory and the other 20 donors who turned out for our American Red Cross Blood Drive on June 29! Together, we'll save as many as 72 lives! There are blood drives scheduled at our location throughout the year, and you are welcome to join us for any or all of them as you're able to give. Our next one is coming up on Monday, Oct. 2. Visit: www.redcross-blood.org, and use code "PAchamber".

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Chamber Homepage
\$150/month

Chamber Events Calendar
\$50/month



Your business/organization can be the first thing visitors see on our homepage slider for an entire month, or appear on our popular events calendar!

Contact Jeff Shaffer for details and available months. Call 570-742-7341 or e-mail jshaffer@centralpachamber.com

Time with Tea Jay

Effective communication



The definition of “communication” is the imparting or exchanging of information or news. Effective business communication is how employees and management interact with each other to reach the organizational goal and be aligned with the company values, vision and mission statement.

It builds bridges between employees and management and promotes effective collaboration across your organization. It ensures that colleagues can work together to improve business processes, increase efficiency, make better decisions, reduce mistakes, and achieve business goals aligned with core company values.

There are many benefits when it comes to communication in business. Such as:

- 1) It promotes trust.
- 2) It promotes team member loyalty.
- 3) It enhances team member engagement.
- 4) It improves teamwork.
- 5) It improves productivity.
- 6) Communication fuels innovation.
- 7) It can resolve issues.
- 8) It creates better relationships.

Know, however, that not all communication is equal. For example, take the time to listen to what the other person is saying. It's easy to “hear” but not “listen”. If you find yourself thinking of a response before they finish, you're not listening. This goes hand-in-hand with interrupting the speaker or making a sound judgement before they have finished. Assume that what they are saying to you is also being told in confidence. Do not gossip by sharing the information with anyone it doesn't concern.

Do ensure though that the time communicating is being spent effectively and the topic is staying on point. Use a combination of verbal and non-verbal communication, such as body language, to further confirm that you're engaged and truly listening. Whatever the outcome, be sure to handle it diplomatically.

Effective communication depends on 3 factors: trust, emotion, and reason. I believe it is safe to say we all are continually growing in our abilities to be good communicators and better listeners. As a member once told me when we are green, we are growing and when we are ripe, we rot.

I challenge you to continue to “grow” and work on your communication skills, and yes, that surely includes listening.

Tea Jay Aikey
President & CEO

tjaikey@centralpachamber.com

Aikey sponsors non-profit



At right, Central PA Chamber President & CEO Tea Jay Aikey recently sponsored Watsonstown Historical Association's first year of membership to the Chamber! Next to her is board member Diana Johnson. Learn more about the organization on page 8. 'I've been admiring the dedication of those making the Watsonstown Historical Association a reality,' Aikey said. 'The consistent labor of love demonstrated by their unwavering supportive board and committee members is nothing short of incredible. I have a soft spot for the building they purchased and are repurposing. The Chamber had been assisting Watsonstown Borough with looking for potential buyers, and on a personal note, my dad had limitations of sharing activities with me as I was growing up due to his declining health. We visited the building many times when it was a bank, and I have treasured those moments.'

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advertising & design



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CENTRAL PAL

CHAMBER OF COMMERCE Pledged Asset Loan

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

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

'Fine Day for Wine Day' a success



What a beautiful day it was Saturday, July 22, for Central PA Chamber staff and members to spend together for the inaugural Fine Day for Wine Day! We visited five member wineries, and they were all wonderful hosts, including: Shade Mountain Winery & Vineyards, Iron Vines Winery, Whispering Oaks Vineyard, Fero Vineyards And Winery and Neighbor Lady Vino. We're also grateful for the top-notch transportation services of Susquehanna Valley Limousine! Would you be interested in joining us on a future trip like this one? E-mail Jeff Shaffer, Communication Director, at jshaffer@centralpachamber.com. Pictured, kneeling in front, are: Jeff Shaffer, along with his mother-in-law, Kathy Mattern, and his wife, Bethann. Back, from left, are: Marianne Beane, Endless Mountain Enterprises; Tea Jay Aikey, Chamber President & CEO; Anne Reiner, Reiner Productions; Chris, Aaron and Kristy Basham of Positive Medium; Deb Ashton of The UPS Store - Lewisburg; Alison Hall of RE/MAX Bridges, along with husband, Marshall; Ellen Ruby of Lewisburg Downtown Partnership and son, Adam; Ann Kaufman of U.S. Rep. Glenn Thompson's office; and Ryan Workman, Chamber Business & Education Coordinator.



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Members Recognized

Sunbury Broadcasting Corporation

Story provided by WKOK

SUNBURY – Known by many as “The Voice of the Valley,” WKOK Program Director Mark Lawrence has retired from radio after more than 40 years. State Sen. Lynda Schlegel Culver recently presented him with a citation from the Senate of Pennsylvania during his last airing of On The Mark, “Whereas Mark Lawrence is being honored upon his retirement from WKOK, after a career spanning more than 40 years of service. We proudly know that he has demonstrated extraordinary commitment to WKOK. We offer best wishes for continued success in the years to come. Congratulations my friend.”

Lawrence said he'll still be working at another job part-time or full-time in the future.

He spent 31 of his 41 years in radio at WKOK; First as News Director from 1987-1996 and again as Program Director since 2001, “When I met Roger Haddon Sr.,” he said. “‘Making money’s just an excuse up here. We’re here to super serve the Valley.’ And I had never heard the phrase ‘Super Serve,’ so I didn’t know what that meant. But as soon as you came on board, I just did absolutely everything he asked me to do. It just beat working. That’s why I did it. So this has just been a great ride.”

In addition to his tenures at WKOK, he was an automation minder and national and local news reader and producer for WTGC 1010 AM in Lewisburg in 1982. He then became afternoon news anchor at WHLM in Bloomsburg after graduating from Penn State. Lawrence also spend time at Clear Channel in Williamsport from 1996-2001.

Lawrence is a Sunbury native, graduated from Shikellamy High School in 1977 and then from Penn State in 1982 with a degree in Broadcast Journalism. He and who he calls, his “Lovely Bride” live in Northumberland.

WKOK News Director Matt Catrillo takes over as Program Director and morning news anchor, while On The Mark will continue to be hosted by Joe McGranahan, Monday through Thursday from 9 to 10 a.m.



Mark Lawrence

Endless Mountain Enterprises

WILLIAMSPORT – A Williamsport business owner has been selected to serve on a Small Business Advocacy Council with connections across the country and influence in Congress.

Marianne Beane has been appointed to the Board of Directors of the National Small Business Association (NSBA) and owns Endless Mountain Enterprises in Williamsport.

NSBA is the oldest small business advocacy group in the country. The Leadership Council is made up of small business advocates across the United States who represent small business interests to federal policymakers.

“As a small business owner, I see on a daily basis the importance of participating in laws and regulations and being active,” said Beane. “Joining the NSBA Executive Board will allow me to take our collective small business message to the people who need to hear it most: Congress.”

Beane is a self-proclaimed “serial entrepreneur” with a diverse background in education and training, sales and marketing, ac-



Marianne Beane

counting, finance and insurance. Since 2011, she has worked as a coach and consultant for micro businesses and non-profit organizations, which led to the founding of her most recent company, Endless Mountain Enterprises, LLC, in 2020. She is a member of the President’s Club of the Central PA Chamber of Commerce and Plunkett’s Creek Township Planning Commission, a veteran seven-year business consultant for Pennsylvania Free Enterprise Week (PFEW), a charter member and director of the Professional Organization for Women’s Entrepreneurial Resilience (POWER), a 2023 Marquis Who’s Who Honored Listee, and has been featured in CanvasRebel Magazine and PA Business Central’s Top 100 Business People of 2023.

Beane joined the NSBA Leadership Council to address the many critical issues small businesses face including tax reform, regulatory restrictions, health care costs and the impact of access to capital on small businesses.

The Executive Council is focused both on facilitating networking among small business advocates across the country and on ensuring that small business have their dedicated seat at the table on congressional matters.

“I’m proud to have Marianne Beane on our leadership board,” said NSBA President and CEO Todd McCracken. “She came to us with a great recommendation, and I look forward to our coordinated efforts in the years to come.”

The UPS Store

LEWISBURG - Gyanna Grud-sinski, owner of The UPS Store in Lewisburg, announced that she has promoted Deb Ashton to Sales Leader, while Carole Rivera assumes the role as manager.

Ashton has been with The UPS Store and Print Shop for over 12 years. She has transitioned from associate to sales and will be handling the store’s networking, prospecting and sales. She is also a notary and printing specialist. Personally, she is a self-proclaimed “cat enthusiast”, and currently has four felines.

Rivera has been with the store for over 3 years. She has transitioned from associate to manager and will be handling all the day-to-day operations and oversee scheduling, payroll and inventory management. She is also a notary and printing specialist. In her free time, she enjoys baking desserts to share and going on drives with her husband.

“They both are vital assets, and I am grateful to have them be part of my team,” Grudsinski said.



Deb Ashton

Carole Rivera

Zartman Construction

NORTHUMBERLAND - Zartman Construction was recently named to two industry “Top 100” lists: crane rental and metal building erection.

In May, Metal Construction News released their list “2023 Top Metal Builders,” placing Zartman Construction as 15th in the top metal erectors by tonnage in the nation. In 2022, Zartman erected 1,411 tons of steel, which included projects for INSA, Patton Logistics, Happy Valley Blended Products, DYCO, Columbia County Christian School, Solvay, Trade Eastern, LeClerc, and Washington Township.

“It is a great accomplishment to be so high on the list,” said Senior

Project Manager Devin Hackenberg. "Our crews have been working very hard this year and have produced excellent work."

At the beginning of June, American Crane & Transport released their list "100 largest crane companies in North America," which placed Zartman Equipment Rental at number 97. The Zartman crane fleet is comprised of ten cranes ranging from 8.5 to 300 tons, plus a manned forklift capable of moving 60,000 pounds. "We are honored to be named to the top 100 list," said Equipment Rental Specialist Stephen Bollinger. "Thank you to all current and past employees and customers who helped us achieve this honor."

Metal building erection and crane rental have been cornerstones of Zartman's 50 year legacy. The first crane, an 18-ton Bantam, was purchased in 1975 and the first large metal building, the Brookside Raquet Club, was built in 1975.

"We are honored to be named to both of these lists," said Vice President of Operations Tim Clark. "But our top priority has never been to be the biggest, but to be the best, for our customers. Customer satisfaction is one of our top priorities, for the past fifty years and the next fifty."

River Valley Builders

SELINGSGROVE - River Valley Builder's (RVB) has announced its acquisition of The Home Store (THS) located in Whately, Mass. The acquisition of THS will make RVB, now The Modular Family of Brands, is one of the largest modular home builders in the northeast. They will service customers in multiple states from New England to New York and into New Jersey. For more information, visit www.rivervalleybuild.com.

Villager Realty

LEWISBURG - Villager Realty is proud to present three students with the 2023 Hero Award. The Hero Award recognizes graduating high school students who have demonstrated leadership in school as well as in their community.

Villager celebrates those who seek to make the region a place in which all can be proud. These young leaders encourage others to follow in their footsteps. Through them, Villager empowers area youth to use their education and experience to improve.

Villager Realty awarded the following students: Maggie Sheets of Warrior Run; Luke Cughan of Columbia County Christian; and Kathryn Polstra of Bloomsburg Christian.

Camp Mount Luther

MIFFLINBURG — Camp Mount Luther is pleased to announce the addition of a new part-time staff member. The new position will support the efforts of Foundations for the Future, a \$2 million fundraising campaign that is in its beginning stages. The Rev. Barbara J. Collins of Selingsgrove began her work on June 1 as the campaign coordinator. Collins is also serving as campaign co-chair alongside Timothy Apple of Lewisburg. As campaign coordinator, Collins will oversee the administrative work of the campaign and will provide support to the camp administration and their fundraising consultants, GSB Fundraising. Collins most recently served as the bishop of the Upper Susquehanna Synod of the Evangelical Lutheran Church in America. She retired from that position Aug. 31, 2022.

"I am honored and excited to be part of the ministry of Camp Mount Luther, a place that feeds my soul. As I work with the capital campaign, I look forward to connecting with so many others who love the camp as I do and watching the goals of the campaign



The Rev.
Barbara J. Collins

come to fruition through our combined efforts and support," Collins said.

Executive Director Chad W. Hershberger said this completes a new staffing structure that the camp has been putting into place the last few years.

"With several long-time staff retirements, we looked at ways to do our work more efficiently. Part of that process was the creation of several new part- and full-time positions," he said. "This is the final staffing piece in what we hope will help us to grow in the next few years as we expand our program offerings and create new facilities."

Service 1st Federal Credit Union

DANVILLE - Service 1st Federal Credit Union Member Service Representative Sarah Smith has been named the 2023 CrossState Credit Union Ambassador.

In May, she was announced as one of three finalists to represent the Northwest Susquehanna Chapter of Credit Unions at the CrossState Credit Union Association's 2023 Credit Union Ambassador Contest held on May 19, during the Association's Annual Connect Convention in Hershey.

"Being selected as the 2023 CrossState Credit Union Ambassador is an incredible honor," said Smith. "The special needs community is one that is close to my heart. The amount of support I have received is overwhelming, and I am so grateful to have the opportunity to serve in this role for the next year."

Smith's presentation, titled "Financial Life-Line for the Special Needs Community" focused on raising awareness about financial resources available to assist people with disabilities.

"Over the next 12 months, I will be spending time spreading awareness about the work I am doing with CrossState and Service 1st alongside the special needs community," Smith said. "This is definitely a win for people with disabilities and their families, throughout our community."

The Pennsylvania Credit Union Association, now known as the CrossState Credit Union Association, developed the Credit Union Youth Ambassador of Pennsylvania Contest in 1976 to help young people learn about the history, philosophy, and operation of credit unions. In 2019, the Association changed the contest's name to the Credit Union Ambassador Contest. Participants gain experience in meeting and interacting with other individuals, and public speaking. The winner also serves as a role model to encourage young people to participate in their credit unions.

Smith is a 2010 graduate of Mifflinburg Area High School. She has been a Member Service Representative at Service 1st since October 2020. She resides in Weikert, with her husband, Richard, and her two sons, Ricky and Shain.



Sarah Smith

Evangelical Community Hospital

LEWISBURG - Elizabeth Price has been named Vice President of Information Systems, Chief Information Officer at Evangelical Community Hospital.

In this role, Price provides leadership and vision for the planning, management, and integration of strategic information systems for the Hospital. She also oversees the development and execution of clinical, financial, and administrative information systems strategies to support Hospital users and provide technology solutions. As the Chief Information



Elizabeth Price

Ribbon Cuttings



Congratulations to Kinetic by Windstream! We helped them celebrate their high-speed fiber Internet expansion in the greater Watertown area on July 26 at the Watson Inn. This makes an additional 2,600 homes, businesses and schools eligible for speeds up to 1gb/second. 'The people in Watertown, Muncy and other communities will soon no longer be underserved and underserved,' said Kinetic Pennsylvania operations President Susan Schraibman. 'These towns deserve exceptional internet, which will meet evolving demands for business, educational and personal use.' To learn more, visit: www.GoKinetic.com. Several Kinetic employees, local elected officials and Central PA Chamber representatives were in attendance. Standing in for the ribbon cutting, from left, in front: Melissa Corbin, state Rep. Michael Stender's office; Shawna Cossin, Kinetic Marketing Consultant; Tea Jay Aikey, Central PA Chamber President & CEO; Schraibman; state Sens. Lynda Culver and Gene Yaw; state Rep. Jamie Flick; Union County Commissioner Stacy Richards; and Jake Myers, Kinetic Sales. Back: Brandon Peters, PA Broadband Development Authority; Steve Samara, PA Telephone Association; Jeff Sauder, Kinetic Director of Field Operations; Gene Lingle, Kinetic Local Manager of Operations; Nathan Savidge, Northumberland County Chief Clerk; Jeanne Shearer, Kinetic VP of State Government Affairs; David Blystone and Dylan Aul, Kinetic Sales; and Howard Tieche, Sales Manager.

"Members Recognized" (from page 13)

Officer, she is responsible for all aspects of the Hospital's information technology and systems.

Price brings over two decades of experience in Information Technology and strategic leadership to Evangelical. Her entire career has been with healthcare associated organizations in Pennsylvania, New Jersey and Maryland. Her background includes helping more than 300 physician-executive, frontline healthcare managers, and C-suite leaders reshape their strategies and transform the practices of their associated organizations to be geared for success in the value-based/population health ecosystems.

She has served Evangelical as the Associate Vice President of Information Systems since September 2022 and played a major role in helping the Hospital and its staff transition to Epic. Prior to that, she served as the Senior Director of Revenue Management System Support at Geisinger.

Manufacturers' Association

YORK - On June 8, Manufacturers' Association honored outstanding members and individuals at its 117th Annual Event at York College.

The event included an inspiring keynote by Mike Eruzio, Captain of the "Miracle on Ice" Olympic Hockey Team who won the Gold in Lake Placid.

Visionary leader and entrepreneur, S. Dale High, Chair Emeritus of the High Companies and Chair of the Board for the High Foundation in Lancaster County was awarded the lifetime achievement award, Manufacturing Trailblazer, by the Association. In 1963, High joined a family welding business in Lancaster City and built it into an enterprise of eleven businesses in six states that employ nearly 2,000 co-workers. In 2012, he established a large donor fund with the Lancaster Community Foundation and then in 2022 in an innovative philanthropic gift, transferred the High Companies family ownership to the High Foundation. The transfer to the Foundation will ensure that the communities in which the High Companies operate will benefit for generations to come.

The Manufacturing Innovator award was presented to RHI Magnesia, a manufacturer of refractory furnace bricks employing 500 and

located in York County. The company's York R&D Center invested \$500,000 in six capital research projects, completed 57 R&D projects last year, and annually invests \$2 million in research activities. Kelly Wall, Plant Manager at RHI Magnesia accepted the award. Joyce Cardwell from Amwins Group was awarded the Partner of the Year award. Cardwell, who recently retired, had partnered with the Manufacturers' Association Insurance Trust for over 25 years, with 15 years as the exclusive broker for the Association's insurance plans. During her time partnering with the Association, she helped hundreds of businesses access the program, benefiting thousands of employees across southcentral Pennsylvania. Bus Climate Control (BCC) was presented with the Manufacturer of the Year award. BCC recently consolidated their U.S. headquarters in York, constructed a new 220,000 square foot production facility, hired 190 and invested over \$3.5 million into the project. A Manufacturers' Association member, BCC partnered with the Association to train nearly 100 new employees through a Manufacturing Pathway onboarding training. Accepting the award for BCC were Jim George, Manufacturing Engineering Manager, Lee King, Project Manager, and six additional BCC team members. The Community Investor award was presented to Phoenix Contact, a manufacturer of electronic connections located in Middletown, employing nearly 1,000. The company annually invests \$250,000 in volunteer time through its employees, donated financially to many non-profits and gifted science equipment to 15 local colleges. Phoenix Contact's 4th Grade STEM Program, Think Big, at Foose Elementary in Harrisburg is credited with increasing science test scores. Accepting for Phoenix Contact was Heath Scoggins, Senior VP for Manufacturing.

Tell us about your new hires, awards, promotions and more!

E-mail jshaffer@centralpachamber.com!

In Memoriam



Matt Zarzyczny

WILLIAMSPORT - Matt Zarzyczny, who was employed by longtime member The Graphic Hive in Williamsport, passed away suddenly at his home on July 5, following a courageous battle with pancreatic cancer. He was 42. "Matt was instrumental in so many things here and developed great relationships with a lot of you," wrote John Yogodzinski, owner of The Graphic Hive, on a Facebook post. "He will be greatly missed, and our hearts go out to his many friends and family members who are grieving right now." Yogodzinski, who spoke at Matt's funeral service, said they

first met in 2016 through a podcast. "I remember after recording an episode, we were chatting, and he expressed interest in working for The Graphic Hive and helping me out. "He was super enthusiastic about everything. Always smiling, booming laughter even when tensions were high. And his love for his hobbies and interests was unashamed, he thoroughly embraced the things that gave him joy in a way many people aren't brave enough to do. He gave license to those around him to be more joyful and engaged as well."



Recently elected state Rep. Michael Stender has been making rounds in the 108th District, including visits to a couple of Central PA Chamber members. Above, he's pictured with his predecessor, now state Sen. Lynda Schlegel Culver, at Kingdom Kidz Inc. in Watsontown. At left, he stands outside of the Milton Regional Sewer Authority with Plant Manager Genie Bausinger, who is also 2nd Vice Chair on the Central PA Chamber's Board of Directors, following a tour.

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Business & Education



Just some of the many great sights from the 22nd Annual Business & Education Golf Tournament at Bucknell Golf Club. From top left photo, clockwise: volunteers, from left, Ken Willis of Genetti Hotel & Suites, Jeremy Hall of Marco and Andrea Hulsizer of Susquehanna Community Bank hanging out at the hole 4 tee box for the 'double-or-nothing' challenge. The 1846 Grill in the BGC Clubhouse was the location of lunch as well as the hotdog bar and awards ceremony after the tournament. Todd Ross of T-Ross Brothers Construction and Rachael Herb of Service 1st Federal Credit Union let the golf balls drop on the practice green outside the clubhouse. Lots of great sports memorabilia was available to bid on, thanks to Pivot Physical Therapy in Lewisburg. And, the registration table kept our volunteers busy as golfers signed up for mulligans, Jersey Shore State Bank's Putting Contest and more! Photos by Hosterman Creative.

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 T-Ross Brothers Construction; The Standard-Journal;
 Tulpehocken Spring Water; Turkey Hill; Walmart; Wegman's

**THANK YOU to all sponsors, donors,
 golfers and volunteers!**

Ryan's Writings



Expanding and Raising the Board

After the success of our most recent Raising the Board (RtB) class, I am delighted to share with you our next class on Sept. 20 is now accepting registrations. (See page 6!)

To provide the best, expert advice and cover the most relevant information, we will be bringing on two new Subject Matter Experts for additional instruction and new, interactive presentations covering fiduciary and insurance-related topics. The last RtB class was our first day-long course. We will be continuing the day-long format and, once again, be treated to lunch by the Watson Inn. The day will begin with coffee, a breakfast snack and introductions. Then we will proceed to our morning session covering vision and mission statements, culture, strategic planning, servant leadership, ethics, and other topics. After lunch, we will learn about financial essentials, fundraising, board insurance, bylaws, and meeting protocols. After a break, we will conclude the afternoon with communication and marketing strategies.

If you are currently a member of a non-profit or corporate board, or you are interested in serving on a board, this is THE class for you! Board members rarely have an opportunity to receive formal instruction like RtB provides. The Central PA Chamber has put much thought and care into RtB because we feel it will help our entire region. Perhaps you serve your church council or a civic organization, or you would like to be better prepared to address a school board or borough meeting. Maybe you have been asked to support a charity or cause dear to your heart as a member of their board of directors, but you aren't sure if you are qualified or even know how to approach such a position. Again, this is the class for you!

I have had the opportunity to attend RtB as both a student and multiple times as a facilitator. My favorite aspect of the course is how we use the Socratic method to learn from each other's experiences. I look forward to learning more this September. See you then!

Ryan Workman
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Jessica's Jottings

What's in a listing



Over the past month, I have been reviewing the Central PA Chamber of Commerce's online Membership Directory. This is where all our members are listed and how we can send referrals out to those that need their services. This is also where anyone can find out more about you and what you do. First, I focused on logos for our members. Logos are important because people are able to remember your business or organization without reading any words. They say, "a picture is worth a thousand words." This is why logos are important in the world. We associate these pictures with brands and businesses we like to spend our money or time on. For example, if you see a red cross, you know that is associated with the American Red Cross. Your logo can just be a picture, or it can have your name on it. Whichever you decide, just remember to make it eye catching, so it stays memorable. In my time reviewing these logos, I was able to add 77 logos that we did not have for members. Next, I put my attention to the websites and social media links in our member's listings. This was even more shocking as I was able to add 31 websites and 251 social media links to the listings. Did you know that you can have your Facebook, Instagram, Twitter, LinkedIn, and/or YouTube links added to your Directory Listing? This way, people can find you on their favorite search engines and learn more about your business/organization. One thing to remember is it is best to have both a website and social media presence. A website gives people more detailed information about your business while social media allows people to get a quick glance inside your business and interact on a more personal level. If you have one or the other, I encourage you to consider adding the other form as well. Descriptions is what I will be diving into next on the listings. These should be short but descriptive and give a quick review of what you do and who you are. It could possibly even be your "elevator speech". This will make people want to click on your website or check you out on social media. Be prepared to receive e-mails from me as I continue to review these listings. I will be sending you ideas on how to add items that might be missing from your listing and also information on how to learn more about these items and why they are important to have. If you review your listing and notice something that needs to be changed, added or updated, do not hesitate to reach out to me!

Jessica Beaver
Finance & Membership Director
jbeaver@centralpachamber.com

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Breakfast Briefing



Thank you to everyone who joined us for the Breakfast Briefing on July 21, sponsored by Graphite Grantworks! Owner Jennifer Rempe provides research, grant and proposal writing services. She also spent time discussing how artificial Intelligence (AI) is useful in the grant writing process. Learn more by calling Rempe at 321-298-9843 or e-mail graphitegrantworks@gmail.com. As usual, everyone in attendance also gave an 'elevator speech' and networked over a hot breakfast. The Central PA Chamber hosts Breakfast Briefings every month, and you can join us by registering at www.centralpachamber.com/events.

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INSIDE JOBS



Many thanks to Northeast Training Institute (NETI) for hosting July's Inside Jobs Tour on July 26! After a presentation about the business and providing lunch, Larry Frace, Owner/CEO, lead guests on a tour of the 'House of Horrors 3', a 2,700 sq. ft. house inside the NETI complex. It has 1,000 building defects inside of it, designed to educate people going into the inspection fields. Frace himself has 40 years of experience in the inspection business and wanted to wrap up his career training the future workforce. It's estimated that 65 percent of building inspectors will retire in the next five years, so it would be a great time to get in! Learn more at: www.northeasttraininginstitute.com. Register for upcoming Inside Jobs Tours at www.centralpachamber.com/events.


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BY THE NUMBERS...

The 23rd Business & Education Golf Tournament raised an estimated

\$20,000!

There are **8** new members to welcome to the Central PA Chamber family, starting on page 4!

Our latest American Red Cross Blood Drive had **21** donors!

Join us at these upcoming events!

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Inside Jobs offers members a chance to tour facilities of fellow businesses/organizations.
Learn more and register @ centralpachamber.com/inside-jobs-tours

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