

IT'S YOUR BUSINESS

www.centralpachamber.com

Volume 8, Issue 12 - December 2023

2023: In Review, 2024: What's New?, pg. 15

CENTRAL PA
CHAMBER OF COMMERCE

Member Success Guide
2024

Member Benefits & Opportunities

30 Lawton Lane
Milton, PA 17847
570-742-7341
www.centralpachamber.com

2024

Farewell, Jeff!
pg. 3



The Inside Scoop



November 2023 concluded with a bit of a shock. Our friend and colleague, Jeff Shaffer, announced his departure from the Central PA Chamber for a wonderful, new opportunity. The entire Central PA Chamber family will certainly miss Jeff's constant professionalism and commitment to the success of our region and community. We wish Jeff all the best in his new endeavor!

Perhaps even more of a shock was that I have been asked to step into the Communication Director role on an interim basis. Rest assured, your Chamber is in good hands under the leadership of President and CEO, Tea Jay Aikey. She has delegated responsibilities amongst the staff and we will work together to ensure a seamless transition and attend to the needs of our members. I look forward to stepping up to this challenge and the opportunity for learning and discovery. I know I'll certainly be asking myself from time to time, "WWJD?" (What would Jeff do?)

In this issue of It's Your Business, you'll find some highlighted numbers to put the successes of 2023 into perspective as well as some best practices and suggestions for how to make the most out of your Central PA Chamber membership in 2024. The events calendar is already being populated with opportunities for you to network and promote your organization, hear from your elected officials, and learn from subject matter experts on a variety of topics.

Please peruse the new Member Benefits & Opportunities Guide as well as the Member Success Guide to chart your 2024 with the Central PA Chamber. As always, it will be our pleasure to serve you!

Ryan Workman, Editor
Interim Communication Director
workman@centralpachamber.com



Board of Directors

- | | |
|--|---|
| Skyler Herb - Chair
Skyworks Equipment Rental | Will Greiner - 1st Vice Chair
Great Dane |
| Genie Bausinger - 2nd Vice Chair
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First Commonwealth Bank |
| Lennea Brown
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| Rachael Herb
Service 1st Federal Credit Union | Rob Jones
Milton Historical Society |
| Nathan Lawrence
United Plate Glass | Brad Lawton
Lawton Insurance Agency |
| Lauren McDonald
The Wealth Factory | Brandon Schemery
Casale, Bonner, Hillman & Southard |
| Tina Welch
Welch Performance Consulting | E. Terry Baldwin - Solicitor
Baldwin & Baldwin |

Staff

- Tea Jay Aikey - President & CEO**
tjaikey@centralpachamber.com
- Jessica Beaver - Finance & Membership Director**
jbeaver@centralpachamber.com
- Ryan Workman - Interim Communication Director**
rworkman@centralpachamber.com

The President's Club

- | | | |
|--------------------------------------|----------------------------------|------------------------------------|
| Abe's Custom Woodworking | iHeartMedia | PenTeleData |
| Asbury RiverWoods | Java Momma | PPL Electric Utilities |
| Backyard Broadcasting of PA | Jersey Shore State Bank | RE/MAX Bridges - Ann Hilliard |
| Century 21 Mertz & Associates | Keystone Advertising | RHP Law Firm |
| Coldwell Banker Perm One Real Estate | La Primavera Italiano Ristorante | Service 1st Federal Credit Union |
| Contrast Communications | Lawton Insurance Agency | Service Electric Cablevision/SECV8 |
| Decal Dynasty | Lewisburg Pharmacy | Sunbury Broadcasting Corporation |
| Endless Mountain Enterprises | LIVIC Civil | Susquehanna Fire Equipment Co. |
| Evangelical Community Hospital | MCPS Credit Cards | Susquehanna Valley Limousine |
| First Commonwealth Bank | Meixell Diehl Insurance | Sync Solutions |
| Fulton Bank | Mifflinburg Bank & Trust Company | T-Ross Brothers Construction |
| Heaven's Best Carpet Cleaning | Near Me Entertainment | The Standard-Journal |
| Heritage Springs Memory Care | Nesco Resource | The UPS Store |
| Hosterman Creative | North Central Sight Services | The Wealth Factory |
| Hot Frog Print & Media | North Shore Railroad Company | UPMC |
| i3 Point-of-Sale | Pennsylvania American Water | 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.*

**January Digital Issue
News & Ads
due by Dec. 8**

**Spring Print Issue*
(released early April)
Ads & Flyers
due by March 1**

**February Digital Issue
News & Ads
due by Jan. 8**

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

Farewell, Jeff!

MILTON – Jeff Shaffer, who has served the Central PA Chamber of Commerce and its members for more than a decade, is closing this chapter of his career for a new challenge.

He accepted the position of Marketing Manager with Service 1st Federal Credit Union, a longtime member of the Central PA Chamber and one of its biggest supporters. His final day with the Chamber will be Wednesday, Nov. 22.

“Thinking of not having Jeff as a part of the team as we’ve come to know it is unfathomable, however, knowing he is pursuing an opportunity he is excited about makes his departure from the Central PA Chamber family a little easier,” said Tea Jay Aikey, Central PA Chamber President & CEO. “Jeff has excelled at various roles during his tenure with the Central PA Chamber and Central PA Business & Education Association. It is with certainty that I can say he will be missed and will become a valued team member with his new employer.

“It is with great pleasure to see a colleague pursue a great opportunity, and I personally wish Jeff the very best professionally and personally.”

Shaffer began his career at the Chamber more than 11 years ago, first serving as the Business & Education Coordinator and overseeing the many programs and fundraisers of the Central PA Business & Education Association (B&E), including Building Leaders for the Susquehanna Valley, career fairs, job shadowing, bingos, and the longstanding B&E Golf Tournament.

Due to his extensive experience in communications, including newspaper and radio, his title changed to Communication & Education Manager in less than two years. As the Chamber’s communications, public relations and marketing efforts continued to flourish, Shaffer’s title changed to Communication Director in 2017.

“I am extremely grateful for all of the opportunities the Central PA Chamber provided me,” Shaffer said. “I was given autonomy to try new and exciting ways to grow the organization and support its members.

“In addition to the staff, board and committees, I’m also thankful to all members that supported our new initiatives and saw value in them.”

Contributions included an overhaul of the Chamber’s newsletter,



which became a digital, full-color monthly magazine called “It’s Your Business”, video campaigns like “Why Us?”, website improvements and social media growth, consistent branding, standardization of Chamber flyers and events, and the implementation of the “Seminar & Training Series” and the board leadership training program, “Raising the Board”.

“I’ll always look back fondly on the ways I’ve been able to contribute to the betterment of the Central PA Chamber and its members,” he said. “Alongside Tea Jay, we watched the membership more than double during our tenure, with the support of numerous board directors, committee members and fellow staff.

“I believe the Chamber’s team approach will allow for continued growth well into the future.”

Ryan Workman, currently the Chamber’s Business & Education Coordinator, will assume the role of interim Communication Director. He’s been working closely with Shaffer to help ensure a smooth transition. Members should begin sending their news, events and advertising inquiries to rworkman@centralpachamber.com. See a variety of marketing opportunities at: www.centralpachamber.com/marketing.

In addition, Aikey and Jessica Beaver, Finance & Membership Director, will be supporting ongoing B&E programs. During the transition, there will be a review of staff roles and membership needs to ensure steady growth well into the future.

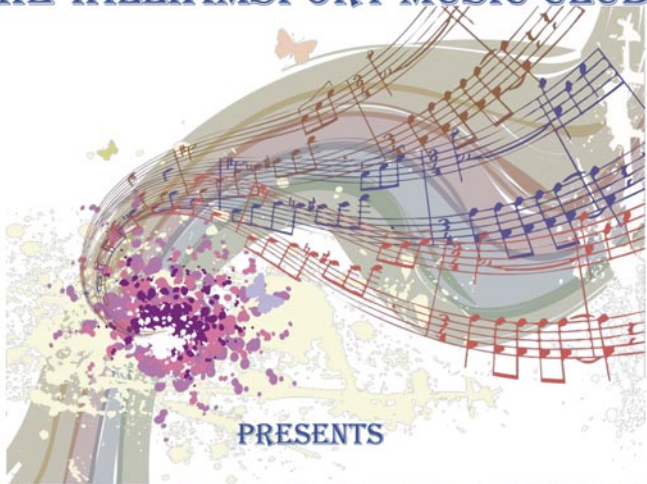
“I assure you that the internal team is working diligently to continue to provide the same service members have come to know and appreciate,” Aikey added. “There undoubtedly will be a transitional period over the next few months.

“I am confident that not only will Jeff succeed in his change but so will the Central PA Chamber.”

Shaffer added he may be assuming a new role, but he looks forward to connecting with Chamber members in a whole new way.

I deeply value every relationship I’ve made over the years, and I can’t wait to see what the future holds,” he said. recognized the

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7:00 PM

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Kingdom Kidz Inc.



Education Through Puppetry

Kingdom Kidz Inc. has several events coming up in December. Why not enjoy some quality, family-friendly programming?

Saturday, Dec. 9 - FREE Puppet Program at 1 pm. Activity Rooms open after until 4:30 pm. Free popcorn will be served after program.

Friday, Dec. 15 - FREE Family Fun Night with pizza, Christmas crafts and games. 5:30 - 8 pm. Train exhibit & giveaway.

Saturday, Dec. 16 - FREE Puppet Program at 1 pm. Activity Rooms open until after 4:30 pm. Free popcorn will be served after program.

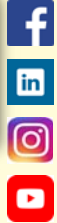
**Look what our members are up to:
Events and reasons to celebrate
the holiday season!**

**Right: Lawton Insurance collects Toys For Tots...
is Brad a gift?**

**Below: WGRC collects backpacks for
Dwell Orphan Care.**



Find New Members & Membership Renewals starting on page 8.



Chris Herbster,
PT Clinic Director
570-768-4562

cherbster@phx-pt.com
www.phoenixrehab.com
159 AJK Blvd. Lewisburg

How long have you been in business?
Phoenix Physical Therapy opened its Lewisburg Clinic in February of 2017.

What makes your organization unique?
We provide one-on-one individual care with focused attention to each patient's needs.

What is a service that people are surprised to learn you offer?
People are often surprised by our worker's compensation injury rehabilitation including work simulation and functional capacity exams.

What is your Mission Statement?

OUR MISSION. Creating distinctly different and personalized experiences for our patients, teams and communities.

Phoenix Team Cares - PTCares

Patient-Focused	Conscientiously work for the health and well being of our patients.	- Treating New Patients Like Gold - Wowing the Patients	- Practicing the Human Touch - Making Every Interaction Count
Teamwork	Cooperate and work together for the common good of our patients and the organizations mission.	- Embracing and Facilitating Change - Speaking Straight	- Listening Generously
Commitment	Pursue excellence even in the face of adversity.	- Pay attention to the details. - Play like a pro	
Accountability	Take ownership and accountability for our actions without excuses.	- Thinking & Acting Like an Owner - Practicing Blameless Problem Solving	- Getting Clear on Expectations - Honoring Commitments
Relationships Matter	Foster trust among colleagues, patients and partners.	- Sharing the Why - Communicating to be Understood	- Keeping Things Fun
Exhibit Integrity	Act respectfully and ethically in every interactions and in everything we do, everytime.	- Acting with Integrity - Respecting Confidentiality	
Simplify	Embrace common practices that allow us to focus on patient service.	- Following the Operating Procedures - Getting the Facts	

Chris Basham, Owner
570-844-0050

chris@positivemedium.com
www.positivemedium.com
1307 Park Ave., Ste. 7-312E, Williamsport



How long have you been in business?
Positive Medium has been in business since 2012.

What makes your organization unique?
We have worked with clients in a wide range of fields over the years, including several actors and musicians. In fact, our first client was Drew Barrymore. In addition to the entertainment industry, we have worked with a number of non-profits, startups, and other budget-minded organizations.

What is a service that people are surprised to learn you offer?
We offer design services for printed materials such as flyers, brochures, posters and business cards.

What is your Mission Statement?
We strive to provide budget-conscious businesses from all industries with cost-effective web design solutions. Our team takes the time to understand each client's unique needs and objectives, allowing us to craft

custom digital experiences that will help them expand their online presence and increase their growth. We make sure our clients receive the best service possible, turning their online goals into a reality. We are dedicated to working together with our clients and standing by them every step of the way.



Stacy Charles, Owner
570-584-0110

whgraphics@windstream.net
www.whitehorsegraphicsmuncy.com
1000 Bartlow Rd. Muncy

How long have you been in business?
White Horse Graphics has been in business for 8 years as of July 1, 2023. Stacy Charles (owner) has over 20 years experience in the vehicle graphics and sign industry.

What makes your organization unique?
White Horse Graphics will not take short cuts, we produce our graphics and signage from the highest quality industry products available. We utilize installation practices that set us apart, resulting in finishes that

have our clients coming back time and time again.

What is a service that people are surprised to learn you offer?
We work with body shops to re-create decals that are no longer available, vinyl removal, and on-site installation. We can produce large orders of printed, reverse printed or die-cut decals and mass produce decal orders for commercial and manufacturing clients to apply to their products. No project is too large or too small.

What is your Mission Statement?
The job is not complete until our client is 100% satisfied.

What other community organizations/clubs does your organization support?
We are happy to support the future of agriculture by donating to our local FFA Chapters, 4-H Clubs and supporting our County Fair.

What's Happening

Educating members



Above:

The Central PA Chamber was selected to host US Congressman Dan Meuser's "Grant Seminar for Non-Profits" on Monday, Oct. 30. There were representatives from nearly 50 non-profit organizations in attendance, who were given an overview on federal grants from the Congressman's staff as well as State Senators Schlegel-Culver and Yaw's staff for state grants, how to identify and apply for them, ideas on how to take advantage of them, and more!

Below:

On Friday, Nov. 3, members of the Central PA Chamber and community attended the last Legislative Event of 2023 at The Watson Inn. Although US Congressman Glenn "GT" Thompson was unable to speak in-person, due to schedule matters in Washington DC, we were joined by him via video presentation and Dep. District Director, Ann Kaufman was on hand for questions. Pictured below are representatives from event sponsor, Susquehanna Valley Community Education Project, students who attended courtesy of the Business & Education Association and Kaufman.



St. John's United Church of Christ Alzheimer's Support Group

Presented by:
Alzheimer's Association
 Greater Pennsylvania

Third Wednesday of every Month
 6:00 p.m. - 7:00 p.m.

St. John's United Church of Christ
 1050 Buffalo Rd.
 Lewisburg, PA 17837


This group will meet every Third Wednesday of the month.

Build a support system with people who understand.

Alzheimer's Association® support groups, conducted by trained facilitators, are a safe place for people living with dementia and their care partners to:

- Develop a support system.
- Exchange practical information on challenges and possible solutions.
- Talk through issues and ways of coping.
- Share feelings, needs and concerns.
- Learn about community resources.

800.272.3900 | alz.org*



Proudly serving Centre, Clinton, Columbia, Lycoming, Mifflin, Montour, Northumberland, Snyder and Union Counties.

We welcome you to visit The Link

2nd Friday of the Month, 10:00 am – 2:00 pm

Milton Public Library

541 Broadway, Milton, PA

The Link offers professional staff support for:

- Job Matching
- Career Guidance
- Workforce Training
- Recruitment Events

The Link is equipped with:

- Computers
- Internet Access
- Printing

ADA accessible


For the entire schedule including locations visit our **Facebook page @TheLinkMCC** under Events or to learn even more visit our website **CentralPACareerLink.org**

Questions? Call or email:
 Robert Eddy
 reddu@censop.com
 Craig Kurtz
 ckurtz@censop.com
 570-220-0003

Face Masks are Not Required to Enter but Encourage

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Advance Central PA
 Linking People & Business

2023 President's Club Luncheon



Members represented at the luncheon, included:

- RHP Law Group,
- REMAX Bridges,
- Evangelical Community Hospital,
- The UPS Store-Lewisburg,
- The Wealth Factory,
- First Commonwealth Bank,
- Service Electric Cablevision,
- Jersey Shore State Bank;
- I3 Point of Sale,
- PenTeleData,
- Service 1st Federal Credit Union,
- T-Ross Brothers Construction,
- Keystone Advertising Specialties,
- Heaven's Best Carpet Cleaning of Central PA,
- Lawton Insurance Agency,
- and Heritage Springs Memory Care.

On Wednesday, Oct. 11th, the Central PA Chamber, held a special luncheon and tour for members of The President's Club at the Genetti Hotel Williamsport, a SureStay Collection by Best Western Hotel, showing appreciation for all they do in going "above and beyond" to support the Central PA Chamber and their fellow members!

Interested in joining the President's Club? There is limited time to join for 2024 and take advantage of all the benefits. Learn more, here: <https://centralpachamber.com/membership/presidents-club/>

Thank you to Photography by David Miller for the wonderful pictures!



Date	Event	Location	Time	Cost
1/9/24	Classification Under the Harmonized System	Webinar	10 to 11:00 a.m.	Free
Starting 1/17/24	Meeting the HR Challenge for Small and Startup Businesses Series	Webinars	3 to 4:30 p.m.	\$399
2/1/24	Lean Manufacturing Level One Certification	Penn College Earth Science Center, 203 Allenwood Camp Lane, Montgomery	8 a.m. to 4:30 p.m.	\$1,995



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

www.imcpa.com/events

Send your event info to
[rworkman@centralpachamber.com!](mailto:rworkman@centralpachamber.com)

New Members

Horizon Federal Credit Union

1007 East Third Street
Williamsport, PA 17701
570-326-3636

jackie.celaya@horizonfcu.org

Jacqueline Doebler-Celaya - Mortgage Manager

www.horizonfcu.org

At Horizon, people come first. Our members work hard, and we believe hard work should be rewarded. We started as a small credit union back in 1955 with a specialty in serving health care professionals. Over the years, we've expanded to welcome individuals from all over north central Pennsylvania who work in every sector. Today, we proudly serve anyone in Bradford, Centre, Clinton, Columbia, Lycoming, Montour, Northumberland, Potter, Sullivan, Tioga, and Union counties.

Fenyx Health Insurance Company

992 N. 3rd Street 1st Floor
Harrisburg, PA 17102
800-350-6626

jen@fenyxhealth.com

Jen Handlan - Chief Compliance and Marketing Officer

www.fenyxhealth.com

Fenyx Health changes the way consumers evaluate and use health insurance with Medicare Advantage products that motivate and empower both health and financial accountability. We offer no-fee and low-fee medical savings account (MSA) plans to employers, unions and other employment-related organizations of any size across the U.S. We are a privately-held Delaware-domestic health insurance company with operational headquarters in Lewisburg, PA. Our leadership team has the most MSA plan management, marketing and operational expertise than any other insurer.

Cutting Edge Tree Professionals

245 Commerce Street, Suite 101
Pleasant Gap, PA 16823
814-201-9757

austin.fiedler@cuttingedgetreeprofessionals.com

Austin Fiedler - Representative

www.cuttingedgetreeprofessionals.com

Cutting Edge Tree Professionals provides tree care services. We work for residential, commercial, and municipal clients. Our services are as follows Tree pruning, Tree removal, Tree cabling, Stump removal, Tree spraying, Tree inventory management, and plant health care services.

Entrigued Beauty

8 North 5th Street
Sunbury, PA 17801
570-880-1365

ashiaharrington@gmail.com

Ashia Harrington - Cosmetologist & Owner

Hi, my name is Ashia Harrington, and I'm a licensed cosmetologist with over 20+ years of experience. As owner of Entrigued Beauty, I'm very excited to bring a diverse salon that has the ability to cater to everyone. We specialize in braiding, locs, twists, updos, extensions, and wigs. We are also very well known for our hair products great for growing out your hair and reconstructing damaged follicles. We look forward to bringing to you what our city has needed for such a long time.

CENTRAL PA

BUSINESS & EDUCATION ASSOCIATION

Seminar & Training Series

What is the Central PA Chamber?

9 to 11 a.m. Wednesday, March 6

Central PA Chamber of Commerce, 30 Lawton Lane, Milton

Cost: FREE to Attend

Come with questions and be prepared to deliver your elevator speech!

Register: www.centralpachamber.com/events

Presented by: **CENTRAL PA**
CHAMBER OF COMMERCE

Open house follows ribbon cutting until 6 p.m. with refreshments and raffles! Register by Dec. 5 @ centralpachamber.com/events

Ribbon Cutting



The graphic features a purple silhouette of a woman's head with a large hoop earring, set against a black square. Below the silhouette is a purple banner with the text "Entrigued Beauty". A red ribbon banner across the bottom contains the "CENTRAL PA CHAMBER OF COMMERCE" logo.

4:30 p.m. Friday, Dec. 8 @ 8 N. 5th St., Sunbury

Spotlight PA

PO Box 11728
Harrisburg, PA 17108-1728
570-323-1544

michelle@spotlightpa.org

Michelle Mertz - Director, Individual & Corporate Giving

www.spotlightpa.org

Spotlight PA is an independent, nonpartisan newsroom dedicated to high-quality investigative and public-service journalism that drives meaningful change. Founded in 2019, Spotlight PA has become a leading national model for independent, collaborative journalism that empowers residents and gets results. Spotlight PA publishes four newsletters and shares all of its articles at no cost through spotlightpa.org/newsletters and via more than 90 media partners throughout Pennsylvania.



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New Members (cont.)

Kaufman Funeral Home & Cremation Services

2102 Northway Road
Williamsport, PA 17701
570-323-1544
kaufmanfh@aol.com

Scott Kaufman - Owner & Funeral Director
www.kaufmanfuneralhomes.com

Kaufman Funeral Home & Cremation Services has been serving the greater Lycoming County area for over 40 years, providing funeral and cremation services tailored to your needs. The loss of a loved one can leave you with unanswered questions and feelings of stress, anxiety and grief that make events difficult to handle. As a family owned and operated funeral home, we will guide you through all aspects of the funeral service with compassion, dignity and respect. We host funeral and memorial services that reflect life while respecting family traditions.

Rowe Sprinkler Systems

7993 US Route 522
Middleburg, PA 17842
570-837-7647
reuben@rowesprinkler.com

Reuben Barner - Manager
www.rowesprinkler.com

Rowe Sprinkler Systems designs, builds, installs, services and inspects fire protection systems for commercial, industrial, health-care, educational, retail, and residential facilities. Our team of highly trained designers, engineers, inspectors and technicians has over 20 years of history. Rowe has the flexibility, quality control, and personal attention of a small company, while having the capability of installing the industry's largest and most complex systems. Rowe Sprinkler Systems consistently out performs its competition with the highest quality and most cost-effective solutions.

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

Eulistic Health
130 Buffalo Road
Lewisburg, PA 17837
570-908-4053

joshua@eulistichealth.com
Joshua Hottenstein - Physician & Owner
www.eulistichealth.com

Direct Primary Care providing personalized, caring, and responsive family medicine care to the community.

Membership Renewals

(As of Nov. 27, 2023)

Covation Center
Riverfront Financial Services
GAF
Hans CedarDale Satelite Inc.
Backyard Broadcasting of Pennsylvania
Victoria Rosancrans
Meixell-Diehl Agency
Rusty Clugston III
Snappy's - Allenwood
Susquehanna Broadband LLC
Hooplas Xtreme
Haven-to-Home Canine Rescue
Horizon Farm Credit
Wayne Township Landfill
AdOne Advertising & Design
Lawton Insurance Agency - Lewisburg
Lawton Insurance Agency - Mifflinburg
Peggy Bouton - Coldwell Banker Penn One

Mifflinburg Bank & Trust Company - Downtown Lewisburg
Mifflinburg Bank & Trust Company - Lewisburg
Mifflinburg Bank & Trust Company - Milton
SEDA-COG Joint Rail Authority
Weaver's Tire Service
Padgett Business Services
Good Wil's Restaurant
Lewisburg Arts Council
W&S Distributors
LEP Management Education
Health By Design Wellness Center
First Commonwealth Bank - Lewisburg
First Commonwealth Bank - Danville
First Commonwealth Bank - Milton

dancing with the stars
LIVE 2024
TUESDAY, JANUARY 23
COMMUNITY ARTS CENTER
GET TICKETS THIS FRIDAY AT 10AM AT CACLIVE.COM

Logos for Disney+, ABC, Hulu, NBC Studios, and DWTS4OUR.COM are at the bottom.

Save the Date
Bridal Expo
2024

The Genetti Hotel & Suites
Downtown Williamsport
Sunday, January 14, 2024

GENETTI
Hotel & Suites

Logos for iHeart Media, BILL95, KISSFM, ROCK94.9, 97 Central PA, and WRKX 1400 are at the bottom. An inset photo shows a wedding reception hall.

Time with Tea Jay

Opportunities for 2024

It is hard to believe that 2023 is about to end. What an incredible year it has been for the Central PA Chamber of Commerce family.

With the new year upon us there is much to look forward to. Much of which is covered in the 2024 Member Benefits and Opportunities Guide that is available now online and in print.

This Guide includes the membership benefits you've come to utilize and appreciate as well as added benefits. Not to be overlooked, your variety of membership opportunities includes such things as chances to host, sponsor, advertise and more. We would be happy to work with you in any or all of these ways!

The 2024 President's Club is now open for enrollment; note this opportunity does close January 31, 2024, to allow the Chamber to properly showcase this exclusive group and fulfill the benefits of being a President's Club member. Never been a President's Club member? Reach out and allow us to share the benefits!

In 2023 facility usage became increasingly popular. If you've not yet considered the Chamber facility for your meeting space needs, don't hesitate to schedule a tour, and make use of this popular member benefit.

Take advantage for not only your professional family, but also your personal family and friends with another savings opportunity in 2024: no obligation health insurance quotes as well as the free discount prescription drug card program offered through Pennsylvania Chamber Insurance. Contact us for more information.

To recap all members are encouraged to attend events and/or become an event supporter. Sponsorship opportunities are offered year-round and can fit budgets of all sizes. Gain positive exposure by selecting from the many sponsorship opportunities available. Studies show that the public views businesses which participate in their local chamber of commerce more favorable in terms of good business practices, reputation, caring about their customers and making a positive community impact.

It is bittersweet seeing 2023 end; but so exciting to think about the possibilities in 2024.

Whether you are new to the Central PA Chamber of Commerce, or have been a dedicated member for many years, we are honored to have you as a part of our organization! Our staff is here to support and promote your business or organization each day. Members, however, must play an active role in their Chamber. That is why we created the Membership Success Guide. Both longtime members and new members will find the Member Checklist a great way to keep track and not miss out on benefits. How long it takes you to complete the checklist is up to you, but we have included a Suggested Member Timeline to help. Visit the Central PA Chamber website (<https://centralpachamber.com/member-success-guide>) to claim your copy of the 2024 Member Success Guide.

Sending you the warmest greetings, full of best wishes for you and your family! May the holiday season bring you and your family health, love, prosperity, and peace!

Can't wait to see what 2024 has in store!



Tea Jay Aikey
President & CEO

tjaikey@centralpachamber.com

Breakfast Briefing



Thank you to everyone who joined us for the Breakfast Briefing on Nov. 17! It was great to have a packed-house for our final Breakfast Briefing of 2023. Those in attendance heard from Tina Welch, Welch Performance Consulting founder and principal consultant. Welch also serves as a director of the Central PA Chamber of Commerce board, and was kind enough to mention "if you are a member of a Chamber, you know the Central PA Chamber is working for you." As always, there was time for guests to deliver their elevator speeches and to network. Breakfast Briefings, whether at our location or off-site, are held at least monthly, and all are welcome to attend any number of them.

Register at www.centralpachamber.com/events.

There were **15** Breakfast Briefings hosted in 2023.

BREAKFAST BRIEFING

7:30 to 9 a.m. Friday, Jan. 19 @
the Central PA Chamber of Commerce
30 Lawton Lane, Milton.

Members - FREE; Non-members - \$7
Register by Jan. 12 @ centralpachamber.com/events

Sponsored by: Sponsorship Available
Call: 570-742-7341

570.922.3361
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Contractor Job Site Signs, Posters,
Window & Wall Graphics, Building Letters

A Quality Service



Staff and members of the Board of the Milton Savings Bank pose in front of new Loan Production Office in Lewisburg.

New Loan Production Office

LEWISBURG – Congratulations to Milton Savings Bank on its new Loan Production Office in Lewisburg!

The Central PA Chamber of Commerce helped celebrate Nov. 10, at 260 Reitz Boulevard, with a ribbon cutting ceremony, attended by numerous community leaders and supporters.

According to President and CEO Robert Crane, “The Milton Savings Bank has been serving the community in Milton for 103 years, and we decided that we needed to grow. We looked at the area and realized we already had a lot of business in Lewisburg, which has a

great residential real estate market. This is one of our strong points so we thought this would be the best please for us to expand.”

The new loan production office in Lewisburg will “have great leaders on staff.” Crane highlighted, “They know what they are doing. As a mutual savings association, we can be aggressive with rates.

“We pride ourselves on great service. Our customers are happy that they deal with us and things are done right at Milton Savings Bank.”

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Members Recognized

Apex Homes

MIDDLEBURG - Apex Homes has received the 2023 Manufacturer of the Year Award from the Modular Home Builders Association, a national organization devoted exclusively to the modular home building industry. This is the 2nd year in a row that Apex Homes has received the honor.

Evangelical Community Hospital

LEWISBURG -The Thyra M. Humphreys Center for Breast Health has added a second surgeon to meet the specialty breast needs of women and men in the Greater Susquehanna Valley.

Daria Lin Keyser, DO, Surgical Specialists of Evangelical, joins dedicated breast surgeon, John Turner, MD, FACS, in consulting and performing breast-related surgeries for patients, as well as Morgan Curtis, PA-C, and the patient navigators at the Center as they guide patients through a breast cancer diagnosis and journey in survivorship.

Dr. Keyser, who has been meeting the needs of patients at Evangelical as a General Surgeon since her arrival in 2017, will continue in that capacity while also devoting time as breast surgeon to the Center for Breast Health.

As a general surgeon, Dr. Keyser specializes in the preoperative, operative, and postoperative management of patients with a broad spectrum of diseases, including those which may require non-operative, elective, or emergency surgical treatment. Prior to Evangelical, she performed breast surgeries at UPMC Susquehanna, Soldiers and Sailors Memorial Hospital, Wellsboro.

In 2019, Dr. Keyser joined Evangelical Community Hospital's Cancer Committee and served as the primary representative for surgeons. In 2020, she was appointed as the Cancer Committee Chair and continues to serve in that role as well as serving as an alternate representative for surgeons.

Dr. Keyser received her Doctor of Osteopathy degree from the Philadelphia College of Osteopathic Medicine. She completed her general surgery residency at the Medical College of Georgia. She is board certified in general surgery by the American Board of Surgery.

To learn more about the program at the Thyra M. Humphreys Center for Breast Health, visit www.EvanHospital.com/BreastHealth or call 570-522-4200 to schedule a mammogram or for more information.

Matthew (Matt) Exley, EMT-B, CHSS, PACEM, has been named Director of Employee and Public Safety at Evangelical Community Hospital.

In this role, Exley is responsible for the safety and security of both employees and the public while on the Hospital's campus and at Evangelical's primary and specialty care practices. Exley also leads the Hospital's emergency management program and Hospital Incident Command Teams for both the Hospital and Evangelical Medical Services Organization (EMSO). This position has direct management responsibility



Daria Lin Keyser,
DO



Matt Exley

for the Hospital's public safety staff.

Exley has over 27 years of professional experience in emergency management, including four years with Evangelical. His background is a combination of response, planning, and disaster exercise experience— resulting in increased preparedness across the organization.

Exley holds a Healthcare Safety and Security Supervisor designation as sponsored by the International Association of Healthcare Safety and Security as well as a Professional Emergency Manager Certification from the Pennsylvania Emergency Management Agency.

Michael Redding has been named Associate Vice President of Marketing and Communications at Evangelical Community Hospital.

In this role, Redding leads a team to plan and implement a strategic, integrated marketing and communications approach that supports all Hospital services, initiatives, programs, and activities. He advises Hospital leadership in best communication practices for growth and is responsible for performance marketing, strategic communications, creative strategy and execution, and brand management functions.

Redding has over two decades of communications experience and has been part of the Marketing and Communications team at Evangelical since 2010 serving in roles as Marketing Assistant, Marketing Manager, before being promoted to Director of Marketing, a position held since 2012. Prior to Evangelical he served as a Managing Editor and Director of Marketing at the Standard-Journal. Redding holds a Master of Science Degree in Integrated Marketing and Communications from West Virginia University, Morgantown. He received his Bachelor of Arts Degree in Communication and Media Studies from Penn State University.

Redding has supported the community in recent years serving on boards of directors for Lewisburg Downtown Partnership, SUM Child Development, Central Pennsylvania Chamber of Commerce, Public Library for Union County, and the Union County United Way. He is currently active on the board of directors for The Campus Theatre, Lewisburg.

OB/GYN of Evangelical Welcomes New Laborist, Kristina Brown, DO

LEWISBURG— Evangelical Community Hospital is pleased to welcome Kristina Brown, DO, Laborist, to OB/GYN of Evangelical.

A Laborist is an Obstetrician-Gynecologist who works in a hospital or for a physician group exclusively to treat women in labor or to respond to obstetric and gynecologic emergencies.

Dr. Brown completed her Doctor of Osteopathy degree at the West Virginia School of Osteopathic Medicine. She completed her Residency in Obstetrics and Gynecology at Geisinger Medical Center and has been a practicing physician in the field of obstetrics and gynecology since 2015. She is a member of the American College of Osteopathic Obstetricians and Gynecologists (ACOOG) and the American College of Obstetrics and Gynecology (ACOG).



Michael Redding



Kristina Brown, DO

Dr. Brown is a Milton High School graduate and completed her undergraduate degree at Susquehanna University. Most recently, Dr. Brown served as an Obstetrician/Gynecologist at Penn Highland’s Life’s Journey Obstetrics and Gynecology, Dubois, Pa.

Evangelical Community Hospital Designated a “Birthing-Friendly” Hospital
Dozens of Pennsylvania hospitals have been recognized with a new federal designation of “Birthing-Friendly” hospital and Evangelical Community Hospital through The Family Place is among them. In early November, the Biden administration launched the new hospital designation to recognize high-quality maternity care.



Kelly Solomon

The designation identifies hospitals and health systems that participate in a statewide or national perinatal quality improvement collaborative program and that implement evidence-based care to improve maternal health. According to Statista, in 2021 there were 185 Pennsylvania hospitals and 5,157 hospitals across the United States, under both non-profit and private ownership. The new Birthing-Friendly designation was given to 71 Pennsylvania hospitals and 2,200 facilities total.

“The hospitals and health systems that are designated as ‘Birthing-Friendly’ are an important tool for consumers in their search for first-rate care,” Xavier Becerra, Secretary for the Department of Health and Human Services, said in a statement. “We will continue to take action to further advance maternity care quality, safety, and equity.”

The new designation aims to improve outcomes, as 80 percent of pregnancy-related deaths are preventable, with concerning disparities among racial and ethnic minority groups. The new designation is a “a step towards ensuring that all pregnant and post-partum people can find high-quality maternity care” according to a federal government statement.

“The Family Place has a long history of providing exceptional care before, during, and after the birth experience for mothers in our area, some even choosing to travel longer distances to give birth at Evangelical Community Hospital,” said Kelly Solomon, Director of Maternal Child Care at The Family Place.

“Our staff consistently rise to the highest standards of care for the mothers and babies entrusted to them during this most special time of life. It’s because of their commitment to the best possible patient experience that we continue to deliver high-quality outcomes.”

For more information on The Family Place at Evangelical Community Hospital, visit www.EvanHospital.com/Women-sHealth.



American Red Cross

Blood Drive

10 a.m. to 3 p.m.

**Wednesday, Dec. 13 @
Central PA Chamber of Commerce,
30 Lawton Lane, Milton**

To make an appointment, call 1-800-Red-Cross or visit redcrossblood.org. Use code “PAchamber”.

4

There were 4 Blood Drives hosted at the Central PA Chamber in 2023!

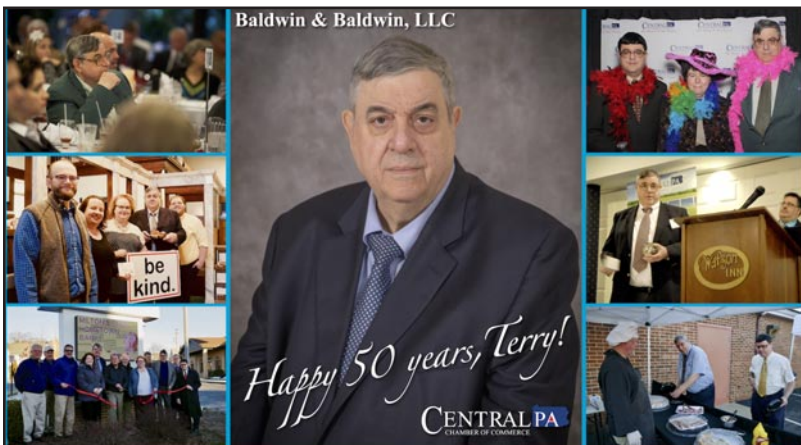
Chamber Blood Drive



Are you a blood donor? Please consider supporting the American Red Cross at our final Blood Drive scheduled for 2023. The Central PA Chamber is proud to host these life-saving events quarterly. Your last opportunity to join us and together, save as many as 72 lives, is Wednesday, Dec. 13.

Visit:

www.redcrossblood.org, and use code “PAchamber”.



Know someone recently hired, retired, honored or awarded?

E-mail: rworkman@centralpachamber.com

The 2024 Member Success Guide

Back by popular demand, the 2024 Member Success Guide provides new and current members a roadmap for how to make the most out of your membership, including a helpful checklist.

YOUR BUSINESS

Get noticed by advertising with us!

There are multiple ways to get noticed by your fellow Central PA Chamber members—with options for all budgets.

Take a space or have a flyer in our monthly online or quarterly print magazine:
It's Your Business.



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Since *It's Your Business* launched nine years ago, readers have been enjoying a quality publication all about the news and events of the Central PA Chamber membership!

An interactive digital version of the magazine (including animations, photo carousels and video) is e-mailed monthly to subscribers, which immerses them in great content and introduces them to your organization's brand, products and services!

Ad sizes	2 columns* x 2 inches <small>(Business Card)</small>	2 columns* x 4 inches <small>(1/6 page)</small>	2 columns* x 6 inches <small>(1/4 page)</small>
<small>President's Club members receive a 20% discount!</small>	\$50/month	\$90/month	\$130/month
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*Appear in special quarterly print editions when you advertise for at least three months!
It's Your Business is a publication of the Central PA Chamber of Commerce.

CENTRAL PA CHAMBER OF COMMERCE



Photo by David Miller Photography

Member Benefits & Opportunities

30 Lawton Lane
Milton, PA 17847
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www.centralpachamber.com

2024

The 2024 Member Benefits & Opportunities Guide

The list of membership benefits is so long we've compiled them into a comprehensive guide.

This publication also details all of your opportunities to sponsor and partner with us for events throughout the year. Act now as these fill quickly!



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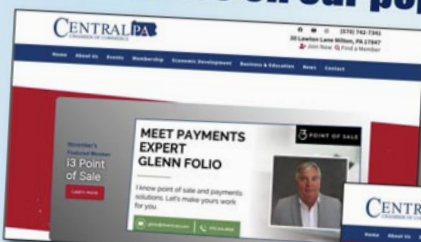
*Printed at the beginning of each season

We want your news and event information!

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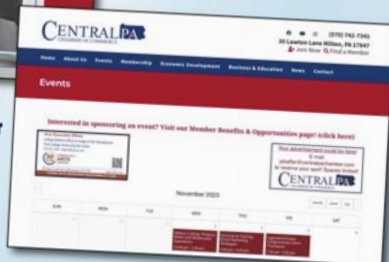
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Business & Education

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Ribbon Cuttings



Hundreds of students from the Milton Area School District attended a Career Fair at the high school gymnasium with many Central PA Chamber members participating. The Business & Education Association was happy to provide lunch, and B&E Coordinator, Ryan Workman attended to encourage future job seekers and entrepreneurs.



Congratulations to Phoenix Water and Wastewater Operations on their new location in Milton!

The Central PA Chamber helped them celebrate with a ribbon cutting ceremony Wednesday, Nov. 1st at 664 Mahoning St. There was an open house in their second-floor office with lunch and refreshments, as well as door prizes and giveaways.

"We started out about three years ago," said Alec Engleman, company owner. "It was just me and one other person working out of my house. We eventually moved into a small office building, and now we have grown to nine people. "We're really excited to be a part of the Central PA Chamber and grow to where we are today!"



1/2 Price PhotoWhere Photography

Headshots!

For only \$50*, have a 10-minute session with photographer Ron Aunkst of PhotoWhere Photography and receive at least five images on a white background, suitable for a wide-variety of promotional purposes.

*Half of the proceeds are being donated to the Central PA Chamber!

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Jessica's Jottings

Four Steps to Take in 2024



It is December 2023, another year has come and gone. As we get ready for the new year, I would like to share 4 items with you that will assist with getting the most out of your Chamber benefits for 2024.

Item 1, Check Your Directory Listing! This is the key to gaining new customers, donors, and anyone in between to noticing your business/organization. Make sure we have the current logo, description, social media links, primary contact, phone number, email, address, and website. Did you know that you can be listed in as many categories that fit your business with no extra charge? To update any of the above information simply email me your changes and I will get them looking great within the same day!

Item 2, Set Up a Meeting with a Chamber Staff Member! Need to understand more about benefits and opportunities with your membership, simply set up a day and time to meet with myself to review them. We would be happy to review the benefits, give you a tour of the Chamber building, and introduce you to the other team members. If you cannot set-up a one-on-one, be sure to register for the "What is the Central PA Chamber" seminar. The next one for 2024 will be March 6th and is open on our website for registration now.

Item 3, Sign up to Sponsor an Event! The 2024 Sponsorship Form is out and ready to be filled. We have events big and small for any business or organization to sponsor. From Legislative Events that host up to 130 people, Breakfast Briefings that host 30 people, Annual Meeting which brings in over 200 attendees, and the Golf Tournament that sees over 100 golfers and over 20 volunteers for the day. Prices for sponsorships start as low as \$50 so there is something for everyone no matter what your budget may be! For more information on sponsorships contact me by phone or email to learn about the benefits of each.

Item 4, Market with the Chamber! We offer various ways to market your business and organization. Different size ads are available in It's Your Business monthly and quarterly editions. There are calendar ads and Homepage ads available on our highly visited website. New to 2024 are Facebook boosted posts, sponsored emails, and ad space in our Member Benefits & Opportunities Guide.

These 4 items are just to get you started for 2024. If you have any questions on any of the above-mentioned benefits, do not hesitate to contact your team here at the Central PA Chamber. You can also explore these and more of your benefits on our website at www.centralpachamber.com.

Have a great Holiday Season and I cannot wait to see you in 2024!

Jessica

See if you can find Alison at an upcoming event!
Visit: centralpachamber.com/events

Ribbon Cuttings ctd.



Congratulations to Spruce Run Tax & Accounting Services on its new and expanded location in Mifflinburg! The Central PA Chamber of Commerce helped celebrate Friday, Nov. 10, at 7879 Old Turnpike Road (Route 45), with a ribbon cutting ceremony.

"My office was actually next door, and it was a 12x12 office," said Tina Raup, owner, who moved in a few months back. "Now, I'm in a significantly larger space."

This coming February, Raup will be celebrating 10 years in business, and she recently hired an administrative assistant and subcontractor for the busy tax season.

"Everything is running much more smoothly," she said. "In my first year, I did 12 tax returns, and now I'm doing over 1,000." Raup chose Mifflinburg because "it's a beautiful town", and she intends to reach out to the farming community.



Congratulations to Tony's Custom Tailor Shop on its new and expanded location in Sunbury!

The Central PA Chamber of Commerce helped celebrate on Thursday, Nov. 16 at 106 Market Street, Sunbury with a ribbon cutting ceremony.

"This is an exciting time for me," said Brenda Reichenbach, owner, who moved into the new space roughly one year ago.

"I'm now going into my fourteenth year in business."

There were **13** Ribbon Cuttings hosted with the Central PA Chamber in 2023!

INSIDE JOBS



Many thanks to Fabtex, Inc. in Danville for hosting this month's Inside Jobs Tour! Eric Frantz, Sales Director, walked guests around the facility to discuss and demonstrate some of the tools and materials used to make products right here in Central PA! Those in attendance even had the opportunity to make their own pillow!

There were **11** Inside Jobs Tours with the Central PA Chamber in 2023!

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2023 BY THE NUMBERS...

There were **4** Legislative Events with over **300** attendees!

Over **100** participants took part in Central PA Chamber Seminar & Training Series events!

There were approximately **450** breakfasts served at monthly Breakfast Briefings!

More than **100** new members joined the Central PA Chamber in 2023!

Join us at these upcoming events!

BREAKFAST BRIEFING

Off-site!

7:30 to 9 a.m. Friday, Feb. 9
@ Milton Area High School,
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Off-site!

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SAVE THE DATE:

8 a.m. to 4 p.m. Wednesday, May 29 & Monday, Sep. 16 @
the Central PA Chamber of Commerce, 30 Lawton Lane, Milton
Cost: \$99.00

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

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

CENTRAL PA
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welcomes

State Rep. Michael Stender (R-108)



7:30 to 9 a.m. Friday, Feb. 23 @ Watson Inn, Watontown

Topics to Include: Perspective on Harrisburg & current issues from our region's newest representative.

Central PA Chamber Members - \$20; Non-Members - \$25
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