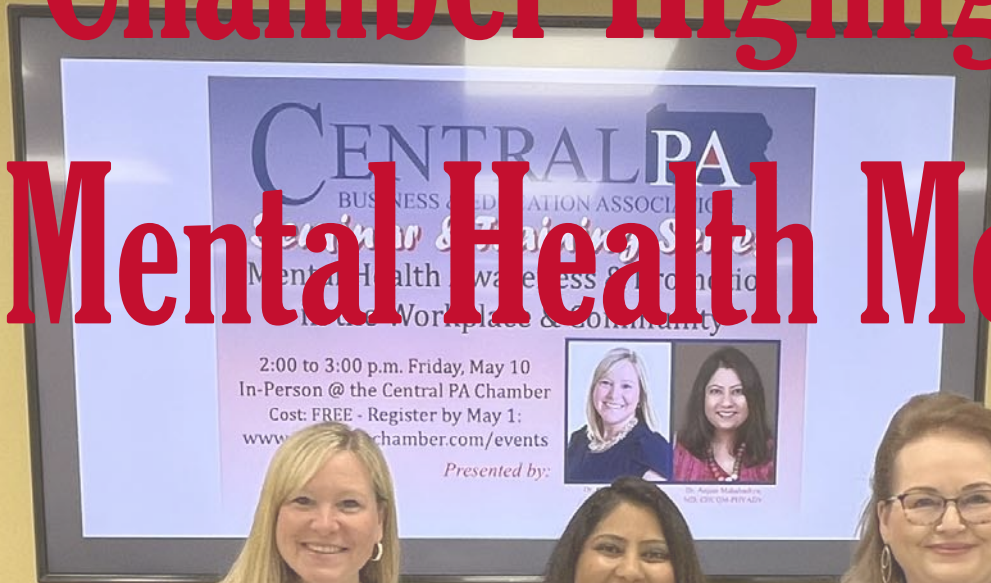


Chamber Highlights

Mental Health Month

pg. 3



Legal expert to answer
questions about new US
Dept. of Labor rules.

pg. 3



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Staff

Tea Jay Aikey - President & CEO

tjaikey@centralpachamber.com

Jessica Beaver - Finance & Membership Director

jbeaver@centralpachamber.com

Ryan Workman - Communications Director

rworkman@centralpachamber.com

The Inside Scoop

It's summertime in Central PA, but our work never slows down! June just means your Chamber team is diligently working towards our annual B&E Golf Tournament at the Bucknell Golf Club. I know you've probably been invited to more golf outings than you can remember for the whole season, but as with everything we do, we try to make our tournament stand out as an enjoyable event for everyone involved.

Register to play or contact your Chamber staff to get involved.



It was a pleasure to host another Raising the Board class on May 29. We had eleven members of our community representing organizations from across the region. Check out some highlights and our "By the Numbers" giving some more details on this unique program, offered exclusively at the Central PA Chamber of Commerce.

There are a couple of important Seminar & Training Series events this month that you would be wise to attend. First, on June 5, representatives from the Pennsylvania Treasury will be at the Chamber to discuss their "Prosperous Communities" INVEST program for non-profits and local governments. Next, on June 18, Thomas Marshall, attorney with McNerney, Page, Vanderlin, and Hall will be discussing new regulations from the US Department of Labor that may be very important for your business to be made aware. These events are coming up quickly, so please register ASAP by visiting www.centralpachamber.com/events

You'll notice our cover story this month is about our event with Dr. Kimberly Delbo and Dr. Anjani Mahabashya promoting mental health awareness in the workplace and community. I was so glad Tea Jay allowed the staff to participate in the seminar. It was NOT what I expected! Read more on page 4.

Ryan Workman, Editor
Communications Director
rworkman@centralpachamber.com

The President's Club

Thank you, 2024 Members! (Committed as of publishing.)

Abe's Custom Woodworking	Jersey Shore State Bank	Riverfront Financial Services
Asbury RiverWoods	Keystone Advertising	Service 1st Federal Credit Union
Backyard Broadcasting	Lawton Insurance Agency	Service Electric Cablevision
Decal Dynasty	LIVIC Civil	The Standard Journal
Endless Mountain Enterprises	MC Federal Credit Union	Sunbury Broadcasting Corp.
Evangelical Community Hospital	Meixell-Diehl Insurance	Susquehanna Fire Protection Co.
First Commonwealth Bank	Mifflinburg Bank & Trust Company	Susquehanna Valley Limousine
Fulton Bank	Milton Savings Bank	Swift Kennedy & Associates
Heaven's Best Carpet Cleaning	Near Me Entertainment	Sync Solutions
Heritage Springs Memory Care	North Central Sight Services	T-Ross Brothers Construction
Hosterman Photography & Design	North Shore Railroad Company	United Plate Glass
Hot Frog Media	Pennsylvania American Water	UPMC
i3 Point-of-Sale	PenTeleData	The UPS Store
iHeart Media	Phoenix Filtration	USA Life Company
Intrada Technologies	PPL Electric Utilities	Vendetta Cyber Defense
	RHP Law Firm	The Wealth Factory

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.

**July Digital Issue
News & Ads
due by June 14**

**Summer Print Issue
News & Ads
due by June 7**

**August Digital Issue
News & Ads
due by July 19**

**IYB Quarterly is published four times a year. Copies are available at public member locations across the region.*

ARE YOU READY?

BIDEN-HARRIS ADMINISTRATION FINALIZES RULE TO INCREASE COMPENSATION THRESHOLDS FOR OVERTIME ELIGIBILITY, EXPANDING PROTECTIONS FOR MILLIONS OF WORKERS

WASHINGTON DC – WASHINGTON – The Biden-Harris administration today announced a final rule that expands overtime protections for millions of the nation's lower-paid salaried workers by increasing the salary thresholds required to exempt a salaried bona fide executive, administrative or professional employee from federal overtime pay requirements.

Effective July 1, 2024, the salary threshold will increase to the equivalent of an annual salary of \$43,888 and increase to \$58,656 on Jan. 1, 2025. The July 1 increase updates the present annual salary threshold of \$35,568 based on the methodology used by the prior administration in the 2019 overtime rule update. On Jan. 1, 2025, the rule's new methodology takes effect, resulting in the additional increase. In addition, the rule will adjust the threshold for highly compensated employees. Starting July 1, 2027, salary thresholds will update every three years, by applying up-to-date wage data to determine new salary levels.

"This rule will restore the promise to workers that if you work more than 40 hours in a week, you should be paid more for that time," said Acting Secretary Julie Su. "Too often, lower-paid salaried workers are doing the same job as their hourly counterparts but are spending more time away from their families for no additional pay. That is unacceptable. The Biden-Harris administration is following through on our promise to raise the bar for workers who help lay the foundation for our economic prosperity."

The department conducted extensive engagement with employers, workers, unions and other stakeholders before issuing its proposed rule in September 2023, and considered more than 33,000 comments in developing its final rule. The updated rule defines and delimits who is a bona fide executive, administrative and professional employee exempt from the Fair Labor Standards Act's overtime

protections.

"The Department of Labor is ensuring that lower-paid salaried workers receive their hard-earned pay or get much-deserved time back with their families," said Wage and Hour Administrator Jessica Looman. "This rule establishes clear, predictable guidance for employers on how to pay employees for overtime hours and provides more economic security to the millions of people working long hours without overtime pay."

Key provisions of the final rule include the following:

Expanding overtime protections to lower-paid salaried workers. Giving more workers pay or valuable time back with their family: By better identifying which employees are executive, administrative or professional employees who should be overtime exempt, the final rule ensures that those employees who are not exempt receive time-and-a-half pay when working more than 40 hours in a week or gain more time with their families.

Providing for regular updates to ensure predictability. The rule establishes regular updates to the salary thresholds every three years to reflect changes in earnings. This protects future erosion of overtime protections so that they do not become less effective over time.

The rule's effective date is July 1, 2024.

Official Press Release from the US Department of Labor.

**Register to attend our FREE Seminar & Training Series Event
with Attorney Thomas Marshall on Tuesday, June 18.**

Commitment to Client and Community
MCNERNEY, PAGE, VANDERLIN & HALL
Attorneys and Counsellors at Law

SINCE
1939

New Overtime Rule 2024 FLSA Salary Threshold Increases

Presented by: Thomas C. Marshall
MCNERNEY, PAGE, VANDERLIN & HALL

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Working Healthy

Central PA Chamber Highlights Mental Health Awareness Month

MILTON - On Friday, May 10, the Central PA Chamber of Commerce hosted Doctors Kimberly Delbo and Anjani Mahabashya for a unique Seminar & Training Series Event to break the stigma on mental health awareness in the workplace and community.

Burnout and mental illness is a pervasive public health crisis and an occupational health issue. Mental health conditions are the leading cause of disability in our local community, nationally and globally. Approximately \$280 billion dollars was spent on mental health services in the United States in 2020. Additionally, untreated mental illness costs the nation \$105 billion dollars annually. The seminar provided an enlightening, high-level overview of burnout and the current state of mental health within the workplace and community. Drivers, causes, and ramifications of burnout and mental illness were explored. During the seminar, attendees discussed how to apply real-world strategies for reducing and mitigating the stigma of mental illness. Attendees left with a plethora of practical resources and tools to support mental health and well-being and create a psychologically safe workplace environment and community where people can thrive.

Central PA Chamber President & CEO, Tea Jay Aikey, began the seminar with some opening remarks and bravely shared about her personal experiences with mental health challenges. This was a great way to “break the ice” and show the large group in attendance that they could feel comfortable being open and honest about their own mental health issues. Dr. Delbo proceeded with covering information, statistics, and answering questions from the audience, providing great feedback for each individual situation. Dr. Mahabashya travelled from North Carolina to offer her personal story of challenge and triumph over a mental health challenge. It was a perfect, positive reinforcement to conclude the seminar.

If you are interested in more information about this seminar or useful mental health resources, please contact the Central PA Chamber: 570-742-7341.



Find New Members & Membership Renewals starting on page 8.



Karla Chapman,
Director of Operations & Finance
570-317-2210

operations@agape-pa.org
www.agapelovefromabove.org
851 Railroad Street Bloomsburg, PA

How long has your organization existed?

Our ministry is celebrating its 15th Anniversary this year.

What makes your business unique in your industry?

Our goal is to "fill in the gaps" which currently exist between people in need, and the community services available to assist them. We refuse to allow good people to fall through cracks in the systems that were designed to help them. We provide everything

from financial assistance to pet products. This year we officially expanded our service area to include Northumberland County so that we can better fill in the gaps.

Why are you a member of the Central PA Chamber of Commerce?

We joined the Central PA Chamber to expand our network of partners and looking for new opportunities to help businesses and organizations serve their clients/ employees.

What benefit/opportunity from your



Marianne Beane,
Owner

marianne@eme.llc
www.eme.llc



570-360-1384

14248 State Route 87 Highway Williamsport, PA

How long has your organization existed?

Endless Mountain Enterprises, LLC was formed in 2020; prior to the business's official formation our founder, Marianne Beane, had provided consulting services to small businesses and nonprofits as a sole proprietor since the early 2000's.

What makes your organization unique in your industry?

We provide 1:1 assistance to businesses to draft or revise business plans and marketing plans. This assistance can range from simply reviewing the plans and making

recommendations all the way to partnering with the business to conduct research and even drafting the actual text content!

One of our all-time favorite things to do is help businesses create vivid descriptions of their target audience personas and show them how and where to connect with them, especially on social media!

Why are you a member of the Central PA Chamber of Commerce?

The Central PA Chamber is a great place to

Chamber membership do you utilize or want to utilize?

This year we will try and attend more of the events offered for opportunities to meet more of our neighbors and see what opportunities they offer and that we can offer them.



be, particularly if you're a tiny business like we are, and since we work primarily with tiny businesses, it's perfect for us. We like being treated like a valuable part of the group, not just a number on a membership roster. We feel SEEN! We also REALLY like how affordable and helpful the marketing opportunities are; it truly levels the playing field between a small operation like ours and our considerably larger Chamber counterparts!



How long has your organization existed?

Road Radio USA was formally established as a nonprofit organization in 1993. When we started out, the program was just me, Jimbo, on stage with a podium and a slide show sharing my testimonial about how a car crash involving underage alcohol use forever



Jim Motherbaugh, Jr
Executive Director
570-337-2306

jimbo@roadradiousa.net
www.roadradiousa.net
2913 Lime Bluff Road Muncy, PA

changed my life. Today, the program still includes me live on-stage, but has evolved into an interactive multimedia presentation that blends in recorded interviews and testimonials, popular and trending music and music videos, and a live DJ.

What makes your business unique in your industry?

In addition to live on-stage prevention

education assemblies, we also provide live virtual prevention education assemblies. This allows us to bring the same programming and message to youth audiences that are frequently overlooked and underserved by similar programming such as cyber charter schools and virtual academies. Allowing us to easily reach young people all over the US while also being good stewards of the funds received from donors.

What's Happening

WEIS CENTER | Bucknell UNIVERSITY FOR THE PERFORMING ARTS

Weis Center Announces 2024-25 Season Including 23 Professional Performances

The 2024-25 season at the Weis Center for the Performing Arts includes 23 professional performances – including world music, classical, contemporary cirque, Americana/bluegrass music, modern dance, and jazz.

When patrons return in the fall, they will notice a revitalization to the Atrium. This summer, the Weis Center's HVAC and architectural lighting systems are being updated with new LED lighting and energy-efficient heating and cooling systems to align with the university's sustainability practices. As part of this project, the Atrium also received some aesthetic updates to refresh the space, which has been in use for 36 years. This exciting two-phased renovation will continue in the summer of 2025 when the corridors and front entrances will also be updated.

Tickets go on sale to the public on July 8 for subscribers (5+ performances, 20% discount) and on August 8 for single tickets. At that time, patrons may call 570-577-1000, go online at Bucknell.edu/BoxOffice or use a mail-order form available at Bucknell.edu/WeisCenter.



WEIS CENTER
FOR THE PERFORMING ARTS

24 25

FALL 2024

BLUES/GRASS
Sierra Hull
Friday, Sept. 13

CLASSICAL
Orpheus Chamber Orchestra
Thursday, Sept. 26

CONTEMPORARY CIRQUE
Machine de Cirque
Ghost Light: between fall & flight
Tuesday, Oct. 8, 7 p.m.

AMERICAN
Charly Lowry
Thursday, Oct. 17

CONTEMPORARY CIRQUE
Cirque Kikasse
Saturday, Oct. 19, Noon and 4 p.m.
Weis Center Plaza

JAZZ/POPCORNE
Lakecia Benjamin Quartet
Thursday, Oct. 24

CONTEMPORARY DANCE
RUBBERBAND: Ever So Slightly
Tuesday, Oct. 29

CLASSICAL
Quartetto di Cremona
Sunday, Nov. 3, 4 p.m.

JAZZ/PIANO
Sean Mason
Sunday, Nov. 7

BLUES/GRASS
Sister Sadie
Friday, Nov. 15

PUPPETRY/THEATRE
MARCOONED! A Space Comedy
Saturday, Nov. 16, 4 p.m.

BLUES
Tab Benoit
Saturday, Dec. 7

SPRING 2025

WORLD MUSIC/FLAMENCO
Pablo Gimenez Spanish Ensemble
Friday, Jan. 31

GENRE QUARTET
Kings Return
Saturday, Feb. 8

WORLD MUSIC/BRAZILIAN PIANO
Helôisa Fernandes Quartet
Tuesday, Feb. 11

BLUES/GRASS
Henhouse Prowlers
Friday, Feb. 14

JAZZ
Nate Smith
Friday, Feb. 21

CLASSICAL
Esmé Quartet
Friday, Feb. 28

WORLD MUSIC/BRASS
DakhaBrakha
Thursday, March 20

BAILEY
Houston Ballet II
Friday, March 28

CLASSICAL
Neave Trio
Sunday, March 30, 2 p.m.

WORLD MUSIC
Zakir Hussain and Masters of Percussion
Thursday, April 3

BLUES
Ruthie Foster
Friday, April 25

Bucknell UNIVERSITY
Bucknell.edu/WeisCenter

All performances take place at 7:30 p.m.
In Weis Center Concert Hall unless noted otherwise.



Steps to shop for a supplier:

You have the option to shop around and choose the electricity supplier that is right for you.



1. **Review the Price to Compare.**
On June 1, 2024, it will decrease to 10.040¢/kWh.



2. **Confirm your electricity supply price.**
See page 1 of your bill or your online account summary.



3. **Explore options at papowerswitch.com.**
Make sure to have your electric bill or account number handy.



4. **Review contract terms closely.**
Make your bill more predictable by looking for fixed rates and longer term contracts.



5. **Select a supplier.**
Your electricity supply charges from your supplier will be included with your regular PPL Electric bill.



MIFFLINBURG, PA— Everyone is invited to come to Camp Mount Luther on Sunday, June 9, 2024, for a groundbreaking ceremony for a new bathhouse in Maple Village at the camp. The camp plans to begin construction later this year on the facility which will house more private and gender-inclusive restroom and shower facilities for one of their two living areas. The ceremony will begin at 6:45 p.m. and will be held outdoors, if the weather permits, at the Bottom of the Field fire circle, near where the bathhouse will be built. It will be immediately following the annual Circle of Faith Giving Club Dinner, which is by invitation.

The ceremony also serves as a kickoff to the Summer 2024 season. This year's camping season will begin on June 23, 2024. Resident and Day Camps run until August 2, 2024. There are programs for all ages from kindergarten to senior high, adults, and families. Most sessions run for one week, but there are also half-week and day-only sessions, including a Create-A-Camp option. For more information on this summer's programs, call the camp office at (570) 922-1587 or visit the camp's website at <http://www.campmountluther.org>.

Send your event info to: rworkman@centralpachamber.com!



Steps to shop for a supplier:

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1. **Review the Price to Compare.**
On June 1, 2024, it will decrease to 10.040¢/kWh.



2. **Confirm your electricity supply price.**
See page 1 of your bill or your online account summary.



3. **Explore options at papowerswitch.com.**
Make sure to have your electric bill or account number handy.



4. **Review contract terms closely.**
Make your bill more predictable by looking for fixed rates and longer term contracts.



5. **Select a supplier.**
Your electricity supply charges from your supplier will be included with your regular PPL Electric bill.

FREE

EYE

HEALTH



SCREENING

SAT. JUNE 15

FIRST PRESBYTERIAN CHURCH 10AM- 2PM

47 WALNUT ST. MILTON - PARKING IN REAR

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MILTON LIONS CLUB


LONG TERM CARE
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PRESENTED BY ATTORNEY KEN POTTER


70% OF SENIORS WILL NEED LONG TERM CARE.
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(570)743-2333 OR 1-888-505-6115





www.rhplegal.com

We want to hear your good news!

To appear in *It's Your Business*,
e-mail:

rworkman@centralpachamber.com

Date	Event	Location	Time	Cost
6/5-6/24	ISO 9001:2015 Internal Auditor Training	Virtual Series	9:00 a.m. to 4:00 p.m.	\$595.00
6/6/24	PPL Electric: Business Energy Efficiency Program	Webinar	11:00 a.m. to 12:00 p.m.	Free
6/12/24	HR Strategies for Retaining Experienced Workers & Their Wisdom	Webinar	9:00 a.m. to 10:00 a.m.	Free



INNOVATIVE
MANUFACTURERS'
CENTER

Lauri Moon

Manager, Outreach & Special Projects

570-329-3200

www.imcpa.com/events

New Members

Blaise Alexander Chrysler Dodge Jeep Ram FIAT

6801 West Branch Highway

Lewisburg, PA 17837

570-658-8506

rdelbo@blaisealexander.com

Rob Delbo, General Manager

www.blaisejeepLewisburg.com

Welcome to Blaise Alexander Chrysler, Dodge, Ram, FIAT of Lewisburg. Our well-stocked new and pre-owned inventories are constantly being updated; your perfect car could be just around the corner! Our staff strives to achieve excellence in all departments: from sales to finance to service to parts.

Wolfe's Commercial Cleaning

3665 Oak Street

Cogan Station, PA 17728

570-360-4414

wolfescommercialcleaning@yahoo.com

Lakesha Weisel, Owner

www.wolfescommercialcl.wixsite.com

Office cleaning, commercial cleaning, janitorial services, restrooms, fingerprint removal, trash removal, polishing, vacuuming, and mopping.

W&W Residential Services, Inc.

965 Raupstal Road

Herndon, PA 17830

570-758-4250

jen@wwreserv.com

Jennifer Carado, President

www.wwreserv.com

W&W Residential Services is a mechanical contracting and full-service company who provides heating, air conditioning, refrigeration, electrical, generator, plumbing, domestic well pump services, water conditioning for both new construction and remodeling jobs. The service & repair department provides 24-hour 7 day per week 365 days per year emergency service. We are proud to be your one-stop shop for all things related to mechanical services – both residential and commercial.

Bucknell University – Freeman College of Management

1 Dent Drive

Lewisburg, PA 17837

570-577-1456

twbo15@bucknell.edu

Terry Burke,

Coordinator of Experiential and Community Engagement

www.bucknell.edu/academics/freeman-college-management

At Bucknell's Kenneth W. Freeman College of Management, real learning comes from real experiences. Inside and outside the classroom, we empower our students to innovate and experiment by immersing them in the real business landscape of today.

M&T Bank – Lewisburg

409 Market Street

Lewisburg, PA 17837

570-523-1138

mareid@mtb.com

Michelle Reid, Branch Manager

www.mtb.com

M&T Bank – Milton

33 South Front Street

Milton, PA 17847

570-742-9645

ofeiler@mtb.com

Owen Feiler, Branch Manager

www.mtb.com

M&T Bank – Montoursville

450 Broad Street

Montoursville, PA 17754

570-368-1760

rflock@mtb.com

Renee Flock, Assistant Vice President

www.mtb.com

Founded in 1856, M&T Bank is one of the top full-service U.S.-based commercial banks, with 22,000 employees and a long history of community-focused banking. M&T is a community bank, delivering the capabilities of a big bank with the care and empathy of a locally-focused institution. M&T offers advice, guidance, expertise and solutions across the entire financial spectrum, combining M&T's traditional banking services with the wealth management and institutional capabilities offered by Wilmington Trust.

Today Farm & Market

215 Shady Lane

Muncy, PA 17756

570-246-3909

barb@todayfarm.net

Barbara Andreassen, Events Coordinator

www.todayfarm.net

Today Farm & Market is an agritourism destination located in the scenic Susquehanna Valley. Our farm store features items from local creators, several farm-made products, and a Bullfrog Brewery taproom serving delicious brews made in Williamsport, PA! Prepared foods are available in the cooler, or from Susquehanna Mills food truck on site (hours vary). We are also a working farm; growing crops, raising animals, and conserving the land. Come visit our beautiful farm to see the animals, learn more about where your food comes from, and enjoy nature! Our farm hosts plenty of events and activities free to the public. Check out our Facebook for the most current updates!

It's a BRIGHT idea!



Place your clickable ad here.

Advertise with the

Central PA Chamber.

Seen by thousands, monthly.

New Members (ctd.)

Norry Treasures
 246 Duke Street
 Northumberland, PA 17857
 570-452-3160
 norrytreasures@yahoo.com
 Cindy Diogo, Co-Owner
 www.norrytreasures.com

We offer a unique collection of antiques, gifts, and collectibles. Our new Duke Street location has 2000 sq ft of shopping experience! We offer items from over 50 vendors both in store and online! Here you will find: mid-century modern glassware, comic books, toys & games...goat milk soaps, candles & wax melts...bottles, kitchen items, vintage decor...jewelry, gemstones and crystals...Books, records, cards...antiques, collectibles, gift items, and so much more! Whether you're looking for unique decor, a special collector item, or just want a new & fun shopping day out, come visit Norry Treasures! And be sure to join us Tuesdays at 6pm for our live FB shows for even more new merchandise every week! You never know just what treasure you might find at Norry Treasures!

Membership Renewals

(As of May 30, 2024)

Clarissa Paige - OBM
Primerica - Milton
Unico Sealing, Inc.
Pfeiffer-Naginey Insurance
Keystone Energy Efficiency Alliance
Fogles Landscaping Supply LLC
Kelsey's Dream
Malee Law Firm, P.C.
Susquehanna Valley Auto Glass
Shirley Nelson Brough
Keystone Power Washers & Auto Detailing
Asbury RiverWoods Senior Living Community
Central Keystone Council of Governments
United Plate Glass Company
United Plate Glass Company - Fabrication Center
RE/MAX Bridges - Lewisburg
Positive Medium
Mostly Mutts, Inc.
Pennsylvania Treasury
IT Data Consultants, Inc
The Young Industries, Inc.

Register @
www.centralpachamber.com/events

Celebrating a new location with refreshments and prizes!
 From 11 a.m. to 1 p.m.

Ribbon Cutting

the
COUP AGENCY
 insurance • real estate

CENTRAL PA
 CHAMBER OF COMMERCE

12 p.m. Wednesday, June 12 @ 23 N. Derr Drive, Suite 1, Lewisburg

CENTRAL PA

BUSINESS & EDUCATION ASSOCIATION

Seminar & Training Series

What is the Central PA Chamber?

9 to 11 a.m. Wednesday, Aug. 7
 Central PA Chamber of Commerce, 30 Lawton Lane, Milton
Cost: FREE to Attend
Come with questions and be prepared to deliver your elevator pitch!
 Register by July 31: www.centralpachamber.com/events

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

CENTRAL PA


CHAMBER OF COMMERCE

INSIDE JOBS

10 a.m. to 12 p.m. Wednesday, July 24
@ 11110 State Route 44, Watsonstown

- A behind-the-scenes tour of the farm
- Complete a craft
- Enjoy some refreshments

Featuring:



Blooming Meadows Farm

Inside Jobs offers members a chance to tour facilities of fellow businesses/organizations.
 Learn more and register by July 17 @ www.centralpachamber.com/inside-jobs-tours

CENTRAL PA

BUSINESS & EDUCATION ASSOCIATION

Seminar & Training Series

Partners with a Purpose:

Could North Central Sight Services, Inc. be the solution to your assembly, packaging, & distribution needs?

9:00 to 10:00 a.m. Wed, July 10
 In-Person @ the Central PA Chamber
 Cost: Members FREE / Non-Members \$5
 Register by July 3: www.centralpachamber.com/events

Presented by: **NORTH CENTRAL SIGHT SERVICES INC.**

Time with Tea Jay

Why Us?

Why do you believe it is important for your business or organization to be a member of the Central PA Chamber of Commerce family? We've been asking "Why Us" for years and even have a campaign and website page dedicated to the answers. YOU can submit a "Why Us" video at any time simply by visiting: <https://centralpachamber.com/why-us/> for details. These videos get YOU absolutely FREE PR in many ways.



Recently during the May Board of Directors meeting the Directors were asked what comes to mind when they think of the Central PA Chamber. Their answers of course varied, but were also powerful. The on the spot question did not leave time to come up with an embellished answer.

Their responses included: uplifting others, education on local government, relationships, impact, positive influence, connections and works for the greater good. I am curious what comes to mind when you think about the Central PA Chamber. Drop me an email to let me know (tjaikey@centralpachamber.com).

These words are certainly accurate when you look at the line up of events held and education opportunities offered the first five months of 2024, and the lineup continues to prove to be just as robust the remainder of the year.

If you've not taken the opportunity to review the events calendar and/or the social media page on Facebook, you are probably missing out on some very beneficial rewards for your business or organization. Just recently several Central PA Chamber family members learned about credit card processing dos and don'ts to keep them within the regulations and how to save money too on their processing of payments. Another group of members and non-members learned ways to have an improved culture and leadership relationships by attending the Mental Health Awareness in the Workplace Seminar also hosted by the Central PA Chamber.

May closed out with having another group of non-profit leaders graduate from the Central PA Chamber Raising the Board course. The continued conversations we hear at the monthly Breakfast Briefings are like music and even louder at the quarterly Legislative Events where over 100 gather to learn and connect with government officials. The Inside Job Tours continue to be at maximum capacity months in advance and the excitement of those visiting behind the scenes of various businesses is so fun to watch.

This month we have some FUNraising going on with the Golf Tournament and Golf Ball Drop both in June at the Bucknell Golf Course. Need to hurry to participate in any capacity, call Jessica for details and still some sponsorships available: 570 742 7341. Something to fit every budget. Summer brings our second annual wine tour which we are all looking forward to. We are already at fifty percent of tickets available sold. Open to the public and so much fun while supporting local member wineries. Oh, and the biggest event of the year the Annual Meeting and Awards Ceremony keynote speaker has been announced and registration is coming in rapidly for this October 2024 event. So, excited to hear from the Modern-Day Hope Dealer. If you have any questions at all just call!

Tea Jay

Tea Jay Aikey
President & CEO

tjaikey@centralpachamber.com

Raising the Board



Eleven new individuals joined our growing list of Raising the Board (RtB) graduates. RtB is the one-of-a-kind program offered by the Central PA Chamber to develop the skills of current and/or future nonprofit board members. Central Pennsylvania is enriched by our nonprofit organizations. RtB helps equip the future volunteers and leaders of these organizations to insure their success for years to come.

RtB returns again this autumn. It is never too early to register!





RAISING

the Board

Practice. Act. Apply. Connect.

4 Focus Areas:

- Practice*
- Vision & Mission, Culture, & Strategic Planning
- Apply*
- Financial Essentials, Fundraising, Bylaws, & Meeting Protocols
- Act*
- Ethics, Servant Leadership, Personal Why Statements, & Committees
- Connect*
- Communication Protocols, Social Media, Advocacy, & Marketing

"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

8 a.m. to 4 p.m. Monday, September 16

Cost: \$99.00 - Register: www.centralpachamber.com/rtb

Contact Ryan Workman: rworkman@centralpachamber.com



Did You Know?

Membership Directory & Referrals:

- Every member's contact information is listed in our online directory.
- Use the online directory to find and refer members.
- Looking for a certain product or service? Contact the Chamber and we'll send you a referral!
- Anyone can contact the Chamber for a referral, but ONLY Chamber MEMBERS are ever referred.
- Full, up-to-date Membership Directory listings available in digital format to members at NO COST!
- Constantly updated for accuracy.

A Day at Camp



Thank you for joining our Inside Jobs Tour of Camp Susque in May. It was a perfect day to take a stroll through the camp!

23rd Annual "B&E" Golf Tournament

Friday, June 28

@ Bucknell Golf Club

\$135 to Register/\$105 for BGC Members

Master Sponsor:



Details/register: centralpachamber.com/events



Friday, June 28
Immediately before
B&E Golf Tournament
@ Bucknell Golf Club

Golf Ball Drop!

Sponsor: service1st
Federal Credit Union | Friends you can bank on.

YOU
COULD
WIN!



Tickets/Info: Central PA Chamber of Commerce
30 Lawton Lane, Milton
www.centralpachamber.com/events



Members Recognized

LIVIC Civil

NORTHUMBERLAND – LIVIC Civil invested \$1,500 in Focus Central Pennsylvania as a gold level exhibit investor for 2024. The contribution supports regional economic growth by promoting the Central PA region to attract quality investment projects that cultivate economic growth. Shown in the photo is Justin Ross, Principal/Co-Founder of LIVIC Civil and Lauren Bryson, Executive Director of Focus Central PA.

LIVIC Civil was an exhibitor at the March 13th, 2024, Industrial Development Forum, where over 250 industrial development professionals convened on the campus of Commonwealth University – Bloomsburg to learn, network, and connect on smart industrial development opportunities. The Forum was attended by experts and professionals in Pennsylvania that are investing, designing, and building future industrial innovation and development.

Justin stated “LIVIC is focused on serving as Engineering & Development Guides, not only for our site, municipal and traffic engineering clients but also for our communities and the Central PA region overall. We are proud to be able to support organizations like Focus Central PA that have missions to encourage smart growth for our Pennsylvania communities and attract national and international businesses to our region.”

With several locations throughout Pennsylvania, LIVIC Civil services include site selection, feasibility, master planning, zoning & land use representation, land development, storm-water permitting, survey and subdivision, traffic and roadway engineering, geographic information systems (GIS), landscape architecture, municipal engineering, construction administration/inspection, ADA compliance, streetscapes, and infrastructure. For more information visit <https://www.livic-civil.com/>.



North Shore Railroad Company

NORTHUMBERLAND – North Shore Railroad Company & Affiliates, Central PA's rail freight service provider, invested \$3,750 in Focus Central Pennsylvania for 2024. The contribution supports regional economic growth by promoting the Central PA region to attract quality investment projects that cultivate economic growth. In the photo showing support for the mission is Todd Hunter, Chief Marketing Officer and Josh Weisen, Customer Logistics Manager, with North Shore Railroad Company & Affiliates.

North Shore Railroad operates six short line railroads across 250 miles of track in Central PA handling commodities for businesses including aggregates, coal, grain, plastics and more. A part of a logistics strategy, rail service has become a competitive advantage by providing safe, affordable, and flexible options to move and deliver critical products.

“North Shore Railroad Company & Affiliates strives to be strong community partner and to support partners that encourage and build strong communities like Focus Central PA. We are proud to continue to support Focus Central PA and smart economic growth throughout Central Pennsylvania!” said Todd Hunter, Chief Marketing Officer, North Shore Railroad.

North Shore Railroad was also a significant support and contributor to the successful 2024 Industrial Development held March 13th, 2024, where over 250 industrial development professionals convened on the campus of Commonwealth University – Bloomsburg to learn, network, and connect on smart industrial development opportunities.

Focus Central Pennsylvania is part of a committed team of economic development organizations in the region driving economic growth for communities in Central PA. Focus Central PA proactively markets the region as a choice location for quality companies to invest and grow their businesses.

For more information, contact: Lauren Bryson, Executive Director, Focus Central Pennsylvania *
www.FocusCentralPA.org
 418 Railroad Street - Danville, PA 17821 USA * 844.293.8719
 - Email: locate@focuscentralpa.org

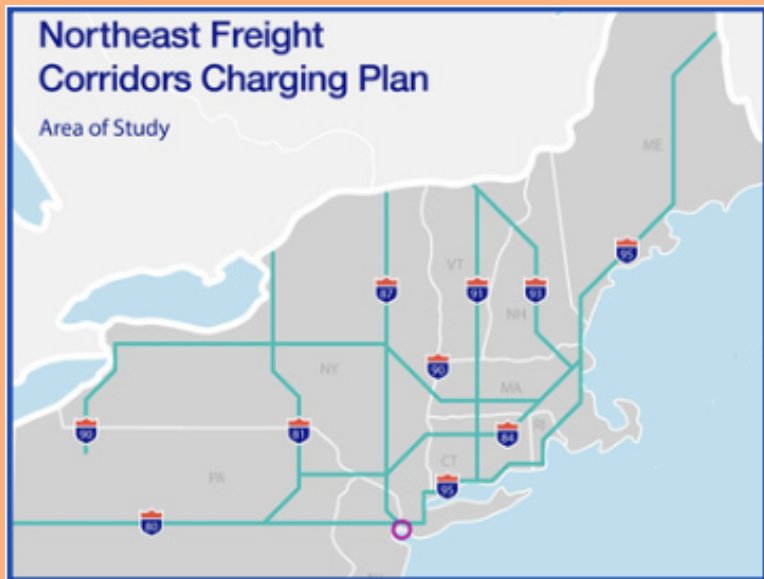


Northeast Freight Corridor Charging Plan Seeks Your Input

The Northeast Freight Corridors Charging Plan (NFCCP) is a 2-yearlong study and Regional MHDV Charging Plan funded by the Department of Energy Vehicle Technologies Office. The end goal is to draft a regional plan for public charging for Medium and Heavy-Duty Trucks across freight corridors throughout the Northeast. As part of our participation in the project, our role is to help narrow the locations of 130 selected potential sites down to 40 possible sites. With this in mind, we are spanning the interstates of 80, 81, 84 and 90 looking for input as to what would be major contributing factors towards infrastructure highlighting Environmental Justice (EJ) concerns. Our role in the environmental justice advisory committee is to develop an approach for

engaging community organizations that focus on environmental justice issues near the most heavily trafficked truck routes within the project area. If you live in, work in or around one of these interstates- we need your input.

Please scan the QR code and take a brief survey. Results will help with selection of M-HD ZEV's locations in these highly traveled freight corridors. If you have any questions, please email: info@ep-act.org



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- ✓ Complete an interview
- ✓ Attend training

Know someone recently hired, retired, honored or awarded?

E-mail:

rworkman@centralpachamber.com

What's Happening ctd.

Credit Card Processing Fees A Comprehensive Guide for Businesses

Credit card processing fees are a common cost for businesses that accept credit card payments. These fees can vary based on factors such as the card type, transaction amount, and the payment processor's rates. To help manage these costs, businesses may consider passing fees onto customers. However, there are specific regulatory responsibilities and best practices to follow to ensure compliance and maintain customer satisfaction.

Understanding Surcharges

A surcharge is an additional fee that a merchant adds to a transaction when a customer pays with a credit card. This fee is intended to offset the cost of processing the credit card payment. However, there are important regulations and limitations to keep in mind:

- Federal and State Laws: The Dodd-Frank Act allows merchants to add surcharges to credit card transactions but explicitly prohibits surcharges on debit or prepaid card transactions. Merchants must use technology solutions to ensure compliance with these regulations. Additionally, state laws vary significantly; some states prohibit or restrict surcharging altogether. Businesses operating in multiple states must comply with each state's regulations to avoid legal issues.

- Card Network Rules: Visa, MasterCard, American Express, and Discover have

specific rules regarding surcharges. While merchants no longer need to register with card networks to implement a surcharge, the surcharge cannot exceed 3% of the transaction amount. Surcharges must be applied equally across all accepted credit card brands and cannot be applied to debit or prepaid card transactions.

- Customer Communication: Transparency is crucial. Surcharges must be clearly disclosed to customers before the transaction is completed. This includes prominent displays at the point of entry, point of sale, and on customer receipts. Proper disclosure helps maintain customer trust and avoid disputes or chargebacks.

Exploring Cash Discounts and Dual Pricing

Cash discounting and dual pricing are alternative strategies to manage credit card processing fees without implementing surcharges:

- Cash Discount Programs: These programs offer a discount to customers who pay with cash, passing on savings from avoided credit card fees. While this approach is subject to fewer restrictions than surcharging, it still requires clear communication and proper signage.

- Dual pricing displays two prices for goods or services: a lower price for cash payments and a higher price for credit card payments.

CENTRAL PA BUSINESS & EDUCATION ASSOCIATION *Seminar & Training Series*

Workplace Stability:
Improving Engagement, Productivity, & Profitability

2:00 to 3:30 p.m. Wed, August 14
In-Person @ the Central PA Chamber
Cost: FREE - Register by July 31:
www.centralpachamber.com/events



Presented by:

This practice is commonly seen at gas stations and convenience stores with pay-at-the-pump options, where a lower price is offered for cash payments and a higher price for card payments. Recently, several advanced technology solutions have become available to help facilitate the dual pricing model for most businesses. For more information, you should contact a trusted payment systems advisor.

Convenience Fees

Convenience fees are charged for the privilege of using an alternative payment method, such as online payments, which is not the business's standard payment channel. However, convenience fees are only allowed in specific instances and business types:

- Eligibility: Not all businesses can charge convenience fees. Each card network has its rules, and businesses must check with their merchant services acquirer to determine eligibility.

- Flat Rate: Convenience fees must be a flat rate, not a percentage of the transaction amount, and must be clearly disclosed to customers before the transaction is completed.

Best Practices for Compliance Businesses should regularly review their surcharging, cash discounting, dual pricing, and convenience fee practices to ensure compliance with evolving laws and card network rules. This includes monitoring legislative changes, updating disclosure practices, and training staff. By adhering to these responsibilities, businesses can manage credit card processing fees effectively while maintaining compliance and customer satisfaction.

i3POS is a leader in the payments industry, renowned for its extensive knowledge and expertise. We are committed to helping Central PA Chamber of Commerce members navigate the complexities of payment processing, ensuring they make informed and compliant decisions, and thrive in a rapidly evolving market.

Please contact Glenn Folio at gfolio@i3verticals.com for a consultation, including recommended solutions that support the strategies above.

Aaron Caffey
EVP Business Development
i3POS

What's Happening ctd.

Summer Wining Down!

Saturday, Aug. 10

\$50/person

1/2 Price Tastings!

Includes: Round-trip transportation, departing from Central PA Chamber @ 11:30 a.m. via Susquehanna Valley Limo, one-hour stops at four wineries, & return by 5:30 p.m.

Participating Wineries:

- Neighbor Lady Vino,
- New Columbia
- Fero Vineyards & Winery,
- Lewisburg
- Whispering Oaks Vineyard, &
- Iron Vines Winery,
- Sunbury

Register by Aug. 5 @
centralpachamber.com/events/

CENTRAL PA
CHAMBER OF COMMERCE

PhotoWhere Photography

1/2 Price Headshots!

8 a.m. to 12 p.m.
Friday, Aug. 23

Register by Wed. Aug. 21
centralpachamber.com/events

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.

CENTRAL PA
CHAMBER OF COMMERCE

GRAND OPENING

MULBERRY MOOSE
TOYS & BABY GIFTS

Saturday, June 22 • 10:30 am-2 pm

Ribbon cutting at 11 am

Open til 5:30 pm

- Prize wheel!
- Raffles
- Giveaways
- Make & take crafts

423 Mulberry Street
Williamsport PA 17701
570.212.9455
hello@themulberrymoos.com
mulberrymoos.com

The Williamsport Music Club

presents

Music Inspires the Young at



Tuesday, June 11, 2024 6:00 PM - Meal & 7:30 PM Program

Faxon-Kenmar United Methodist Church

1301 Clayton Ave. Williamsport, PA

www.williamsportmusicclub.com

HR Strategies for Retaining Experienced Workers and their Wisdom

This no-cost, one-hour webinar on June 12, 2024 from 9:00-10:00 a.m. will cover:

- Understanding the Value of Experienced Workers
- Challenges for Older Workers
- Flexible Working Arrangements
- Transferring Experience through Mentoring and Knowledge Sharing
- Overcoming Resistance and Building Support
- Time for Q&A

Why should you attend?

You and your team will benefit in these ways and more:

1. End the frustration of lost knowledge through retirement.
2. Re-evaluate stereotypes and misconceptions about the older workforce.
3. Inspire experienced team members to share their wisdom by promoting intergenerational collaboration.

Learn More and Register at HRStrategies.

For a complete list of upcoming events visit www.IMCpa.com.



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Meet Our Presenter:

William J. Rothwell, PhD.

Dr. Rothwell has worked in HR, training and organizational development in both government and business.

He has served clients in the U.S. and abroad. Some of his clients include Ford Motor Company, General Motors, Siemens, Sony, Phillips and HP.

Dr. Rothwell has authored numerous books, training packages, guides, technical reports and scholarly articles. Complementing his vast experience as an internationally recognized consultant, he has also spent several decades serving Penn State University as a Distinguished Professor in Workforce Education and Development. He holds top-level certifications and credentials with SHRM and ATD.



What's Happening ctd.

CENTRAL PA 2024
CHAMBER OF COMMERCE
Annual Meeting
Save the Date!

11:30 a.m. - 1:30 p.m. / Thursday, Oct. 24
Silver Moon Banquet Hall, Lewisburg
Visit: centralpachamber.com/events

Meal & Venue Sponsors:  

Open to the public!

Must register by Oct. 7!

Keynote Speaker
Bryan Majors,
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for
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The Annual Meeting attracts 200+ attendees. Learn more about sponsorship opportunities by calling 570-742-7341.

Send your event info to:
rworkman@centralpachamber.com!


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**SATURDAY
JUNE 15TH
2024**

Register... or call the Milton Y at 570.742.7321



ORIOLE PARK AT CAMDEN YARDS
Game At 4 PM

Depart from the Milton Y at 7am
Depart Baltimore 30 minutes after the conclusion of the game.

We will be dropped off at Inner Harbor. It's a 10 minute walk to Camden Yards.



12 BOUND AVE MILTON PA 17847

MILTON YMCA
PARENTS DAY OUT



June 8th, 2024
1pm - 5pm / Ages 5-12

CRAFTS, GAMES, E-SPORTS & SWIMMING!
MEALS WILL BE PROVIDED

Members: \$20 (per child)
Non-Members: \$25 (per child)

MUST register in person or online

Questions? Contact Kellie Bates 570.742.7321
or kbates@gsnymca.org



Puppy Pool Pawty

JUNE 30TH

- FROM 11AM-6PM -

- BRING YOUR 4-LEGGED FRIEND AND SPEND AN AFTERNOON AT JACKASS BREWING COMPANY
- PUPPY POOLS AND GAMES WILL BE PROVIDED (BRING YOUR OWN TOWEL)
- DOG MENU INCLUDING PUPPY-BREW SERVED FOR ADDITIONAL FEE
- MEET ADOPTABLE DOGS FROM HAVEN TO HOME
- DONATIONS WELCOME
- \$1 FROM EVERY PINT SOLD DURING THE EVENT DONATED TO HAVEN TO HOME

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Disclaimers: No Flexi Leashes, We dont want to trip up any wait staff or customers, No female dogs in heat. All dogs are to be up to date on vaccines. All dog waste must be removed. Dogs must be kept under control
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Jessica's Jottings

I am your membership benefits guru!



Here we are halfway through 2024 already! Have you been taking advantage of your benefits as a Chamber member or have you explored the benefits the Chamber has to offer if not a member yet? If you answered no to any of these questions, don't worry there is still time.

I want to take this month to explain to you two of the benefits you have access to that a lot of members miss the opportunity to use.

Did you know as a Chamber member you have access to contact all the Chamber members via email? This can be done by asking for a current Member Listing. This listing is an excel spreadsheet that lists all the primary contacts of the Chamber businesses/organizations and their email, phone, and addresses. This list can also be broken down into categories, locations, and more if you want to reach out to a specific group of members. Use this information to introduce your business/organization to the Chamber family, promote an event, and so much more. There is no additional cost for this list and obtaining it is as simple as emailing or calling me!

Ever take to social media and ask for suggestions on where to find products or services? Did you know the Central PA Chamber has a unique referral system for you to take advantage of? This referral system can be accessed via the Central PA Chamber website under the Membership Directory page. Each member has a button on their listing that says, "send referral". This referral button allows you to type in the email address of the person looking for a referral and even type a message to state why you are referring them to this member. After you fill out this information and press send, the person looking for the referral will receive the information of the business/organization and the business/organization that was referred also gets a notice that they have been referred! This gives them the opportunity to reach out to the person and get started on a new customer relationship.

Sounds simple, right? Well, that is because it is! And referrals can be sent from anyone! The Central PA Chamber can track the number of referrals sent as well. Remember, when asked for a referral the Chamber refers every member that fits in the category asked for, we do not play favorites!

Well, there you are, 2 simple but powerful benefits to take advantage of during the remainder of 2024. If you have any questions about these or other benefits do not hesitate to contact your Central PA Chamber staff!

Happy June!

Jessica

Jessica Beaver
Finance & Membership Director

What's Happening ctd.

Chamber Blood Drive



Thank you to everyone who donated at our most recent American Red Cross Blood Drive on May 30th! Together, we'll save as many lives!

Our very own Jessica Beaver gave a Power Red donation! If you see Jessica, thank her for putting much time and care into coordinating the blood drives at the Chamber.

There are more 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.

Roupp
FUNERAL HOME
André W.K. Roupp, Supervisor

JUNE 8TH, 2024

YOGA
FOR HEALING HEARTS



Learn more about Breakfast Briefings & how to host them here:
centralpachamber.com/membership/benefits/

Breakfast Briefing



Thanks to everyone who was able to attend our most recent Breakfast Briefing! Those in attendance delivered their elevator pitch—including recent Seminar & Training Series graduates! We would like to especially thank Jessica & Shawn from USA LIFE for sponsoring and presenting during the event. If you missed this breakfast, no worries! There's a Breakfast Briefing every month, but they do sell-out, so sign-up early for the next one: www.centralpachamber.com/events



The LINK

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



We welcome you to visit The Link

Friday, June 14th, 9:30am – 2:00pm

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
reddy@censop.com
Craig Kurtz
ckurtz@censop.com
570-220-0003 (TTY) Accessible



Face Masks are Not Required to Enter but Encourage

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BY THE NUMBERS...

*As of publication

Raising the Board Graduates...

70

Total graduates since 2018.

11

New graduates in 2024.

5

New Central PA Chamber Board Member graduates.

Join us at these upcoming events!

CENTRAL PA
BUSINESS & EDUCATION ASSOCIATION
Seminar & Training Series
Prosperous Communities:
Understanding Pennsylvania Treasury Programs

10:00 to 11:00 a.m. Wed, June 5
In-Person @ the Central PA Chamber
Cost: FREE - Register by May 29:
www.centralpachamber.com/events

Presented by: 

CENTRAL PA
BUSINESS & EDUCATION ASSOCIATION
Seminar & Training Series

**New Overtime Rule 2024
FLSA Salary Threshold
Increases**

Presented by: Thomas C. Marshall
MCNERNEY, PAGE, VANDERLIN & HALL

9:00 to 10:00 a.m. Tuesday, June 18
In-Person @ the Central PA Chamber
Cost: FREE - Register by June 14:
www.centralpachamber.com/events

Commitment to Client and Community
MCNERNEY, PAGE, VANDERLIN & HALL
Attorneys and Counsellors at Law

CENTRAL PA
CHAMBER OF COMMERCE
INSIDE JOBS

12 to 2 p.m. Wednesday, June 19
@ 11 East 3rd Street, Watsonstown

- A behind-the-scenes tour of the facility
- Visit the "creative rooms"
- Enjoy the puppet experience!
- Lunch provided

Featuring: 

Inside Jobs offers members a chance to tour facilities of fellow businesses/organizations.
Learn more and register by June 12 @ www.centralpachamber.com/inside-jobs-tours

**23rd Annual "B&E"
Golf Tournament**

Friday, June 28 @ Bucknell Golf Club
\$135 to Register/\$105 for BGC Members
Master Sponsor:



CENTRAL PA
BUSINESS & EDUCATION ASSOCIATION

Sponsorships Available
Contact: 570-742-7341
jbeaver@centralpachamber.com

Details/register: centralpachamber.com/events

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