

IT'S YOUR BUSINESS

www.centralpachamber.com

Volume 9, Issue 11 - November 2024

Hope & Preparation



The 2024 Annual Meeting & Impact Award Winners pg. 3



Board of Directors

- | | |
|------------------------------------------------------------------|----------------------------------------------------------------------------|
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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



Our Annual Meeting on October 24th, 2024 was such an awesome event. Thank you to everyone who made our biggest event of the year such a resounding success! Your Central PA Chamber strives to highlight the achievements of our members and the Annual Meeting is the signature event to do so. In order to host successful events, the Central PA Chamber team puts months of time, thought, preparation, and care into each detail: from the venue and caterer, to the invocation and singing of the National Anthem, to the color of the program and style of the name tags, and from the place settings to the our wardrobe!

Almost a year before the event, we were working on the theme for the event and searching for a keynote speaker. It is only fitting that we selected "Hope and Preparation" as our theme and the "Modern-Day Hope Dealer" as our speaker! Please enjoy the contents of this IYB where you can gain hope and inspiration from highlights of our Annual Meeting as well as the good news your fellow members have been sharing with the Central PA Chamber over the past month.

You can also prepare for 2025! Please pay close attention to the details on our upcoming board election, register for the remaining events of 2024, and take advantage of the 2025 Marketing & Advertising Opportunities now available to our entire membership.

I hope you will join your Central PA Chamber as we prepare for 2025 and celebrating YOUR future and continued success!

Ryan A. Workman
Communications Director
workman@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.*

December Digital Issue News & Ads
due by November 8

Winter Print Issue News & Ads
due by December 2

January Digital Issue News & Ads
due by December 6

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



“Modern Day Hope Healer” Bryan Majors was the Central PA Chamber of Commerce Annual Meeting and Awards Ceremony guest speaker. Majors played basketball for the Harrisburg Cougars, the Susquehanna River Hawks, and the Harlem Globetrotters. *Photos by Hosterman Creative.*

Hope and preparation

LEWISBURG – Each of us has thousands of thoughts per day, so create a motto or moment you will not forget — something people will remember you by.

For Bryan Majors, that motto is “Stay Focused. Remain Humble. Keep Working.”

Dressed in a purple tie-dyed sweatshirt and jeans, the self-proclaimed Modern-Day Hope Healer inspired the crowd gathered for the Central PA Chamber of Commerce’s Annual Meeting and Awards Ceremony held at the Silver Moon Banquet Hall in Lewisburg on Friday, Oct. 24.

“We selected Bryan as a guest speaker because he represents what business owners and people, in general, should consider practicing so they can be successful professionally and personally,” Tea Jay Aikey, Chamber President/ CEO, said. “Having hope and practicing preparation is KEY to success.”

Majors believes his work ethic is his best character trait.

“In my mind, I’m a superhero,” he said. “When faced with adversity, I make the best of the situation because adversity can make or break us.”

Major’s example to the businessmen and women was when his father passed away. “My father was having surgery; he’d had several before, so we expected this one would go as they had in the past.”

Then, Majors received a phone call from his brother. “B, come to the hospital; Dad didn’t make it.” He realized there would be no more favorite breakfasts to share with his father, no more hugs before every game tip-off, etc.

“Stay focused, remain humble, keep working”
 - Bryan Majors
“Modern Hope Dealer”
 Major Prep

I was prepared for this — my father prepared me for this. “The key is the Art of Preparation before an opportunity arises.”

When asked, Aikey said her life’s motto is “No Fear. Stay Strong. Self-Made,” which she has tattooed on her right bicep.

Other mottos from audience members included: Tina Welch, Welch Performance Consulting: “I roll with it.”

Jennifer Daddario, Service 1st: “Always leave someone with a smile.”

Owen Feiler, M&T Bank: “Dedicated and caring community member.”

PA Representative Michael Stender: “Always be prepared.”

Linda Brown, Service 1st: “Do the right thing.”

PA State Senator Lynda Schlegel Culver: “Treat others as you would want to be treated.”

Karen Wood, Service 1st: “You never know what everyone is going through, so be kind.”

CENTRAL PA Election 2024

CHAMBER OF COMMERCE

The following individuals have been nominated to serve a three-year term on the Central PA Chamber of Commerce's Board of Directors starting January 2025. One ballot will be e-mailed to each member business' voting member (via Election Buddy) on Nov. 14, 2024. Ballots will be accepted until the close of business on Nov. 21, 2024. Please, select no more than five candidates on the e-mailed ballot.

Genie Bausinger (incumbent)

Executive Director

Milton Regional Sewer Authority

Jenny Hull-Milburn

Executive Director

Family Promise of Lycoming County

Terry Burke

*Coord. of Experiential & Community
Engagement*

Bucknell University

Ron Mackley

Retired

Community Member

Kerin Goecke

HR Generalist

Bucknell University

Michael Medley

Agency Owner

Michael Medley Group Life Insurance

Alison Hall

Realtor

RE/MAX Bridges

Peter Swift

Executive Director

Camp Susque Inc.

James Haywood

Senior Project Manager

Intrada Technologies

Tina Welch

(appointee seeking election)

Founder & Principal Consultant

Welch Performance Consulting

Nicole Whitehead

VP Talent, Culture & HR

Bucknell University

Learn more about the candidates and their interests in serving on the Central PA Chamber Board of Directors @ www.centralpachamber.com/board-of-directors-election.

This year's election is supported by:



Find New Members & Membership Renewals starting on page 8.



Leslie A. Chyko,
AVP/Executive Assistant
570-784-1660

lchyko@journeybank.com

232 East Street, Bloomsburg

How long have you been in business?
125 years (since 1899)

What makes your business unique?
Journey Bank offers a full range of banking and financial services to individuals and businesses throughout Clinton, Columbia, Montour, Lycoming, and Northumberland Counties and the surrounding area. Product offering includes checking accounts, savings accounts, certificates of deposit, money market accounts, and personal,

mortgage, commercial and installment loans. The Bank also maintains a Trust Division that provides full fiduciary services and an Investment Center that provides financial products and investment services for individuals and businesses. The locally owned and managed bank operates 22 branch offices in the communities of Avis, Benton, Berwick, Bloomsburg, Buckhorn, Catawissa, Clarkstown, Danville, Dewart, Elysburg, Hughesville, Lightstreet, Linden,

Millville, Montgomery, Montoursville, Muncy, Scott Township, and South Williamsport.

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

Chamber events and networking.

What benefit/opportunity from your Chamber membership do you utilize or want to utilize?

Chamber events and networking.

Jeffery Sheaffer,
Principal
570-374-4813

info@stahlsheaffer.com

106 North High Street, Selinsgrove



How long have you been in business?
Almost 19 years.

What makes your business unique?
Stahl Sheaffer Engineering is a civil engineering firm that provides site, transportation, and structural (bridge and building) engineering services. Beyond the typical services associated with these disciplines, we also offer survey and 3D scanning, GIS services, construction inspection, geotechnical services, environmental services, and pavement maintenance programs. We have a total of

nine offices in three states.

Stahl Sheaffer is not only committed to delivering high-quality engineering solutions but also to supporting the communities in which it operates. The firm hires talent from local universities and technical schools, engages in outreach and education activities, and sponsors more than 50 local events and organizations annually. Stahl Sheaffer also fosters strong business relationships with other firms and teaming partners throughout the region.

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

The Chamber provides opportunities for Stahl Sheaffer to connect and build relationships with local firms, support community efforts, and gain exposure for our business. For example, we have sponsored many Chamber lunches, meetings, and golf tournaments over the years including the 2024 Annual Meeting.



Nicole Wright,
Managing Director
570-485-4449

nicole@yuppiescleaning.com

www.yuppiescleaning.com

How long have you been in business?
Yuppies Cleaning Service LLC has been serving our community for Three years, dedicated to providing top-notch cleaning services.

What makes your business unique?

We specialize in post-construction cleaning and deep cleaning, offering a comprehensive service that includes window cleaning, carpet cleaning, and even emergency flood cleanup. We tailor our services to meet the specific needs of our clients, making sure their spaces are spotless and ready for use.

Want to appear in the Member Spotlight?
E-mail Jessica Beaver:
jbeaver@centralpachamber.com

What's Happening

MILTON YMCA SPAGHETTI DINNER



**Wednesday, November 13th, 2024
4PM - 7PM**

TAKE OUT ONLY

MUST PURCHASE TICKET AHEAD OF TIME

**\$10 Ticket =
Spaghetti, meatballs, and bread**



Susquehanna Valley CASA's
Constellation of Hope XI

November 14, 2024, 5:30 PM
Watson Inn, Watsonstown PA

This event is presented by:

Susquehanna Valley CASA-
Voices for Children
www.susquehannavalleycasa.com

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is to give them
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The LINK

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

We welcome you to visit The Link

Friday, November 8th, 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**
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- Questions? Call or email:**
Robert Eddy reddy@censop.com
Craig Kurtz ckurtz@censop.com
570-220-0003 (TTY) Accessible
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Date	Event	Location	Time	Cost
11/14	No-Cost Electrical Safety Training	418 Railroad Street, Danville	12 to 1 p.m.	Free
11/19	Introduction to Good Manufacturing Practices (GMP)	IMC 1127 W. 4th St. Williamsport	9 a.m. to 12:00 p.m.	\$189
12/3 & 4	ISO 9001:2015 Internal Auditor Training	IMC 1127 W. 4th St. Williamsport	8:30 a.m. / 4:00 p.m.	\$595

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

www.imcpa.com/events

**PENNSYLVANIA
SBDC**
Small Business
Development Center
Bucknell University

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

Date	Event	Location	Time	Cost
11/12	Successfully Hiring Employees	Webinar	12 to 1 p.m.	No Fee

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

Start with the Bucknell SBDC!

New Members

Baskets by Debbie, LLC
 416 Chestnut Street
 Mifflinburg, PA 17844
 570-452-1711

Debbie@basketsbyDebbie.com
Debbie Showers - Proprietor
www.basketsbydebbie.com

Homemade candies and custom gift baskets. Shop at Abe's custom woodworking to create custom gift baskets.

Luzerne County Community College
 521 Trailblazer Drive
 Nanticoke, PA 18634-3899
 570-740-0699

jjudichak@luzerne.edu
John Yudichak - President
www.luzerne.edu

Luzerne Community College is a student-centered institution prioritizing support and access to an inclusive, equitable learning environment that fosters academic and personal success and strengthens communities in the Northeast Pennsylvania region.

Membership Renewals

(As of Oct. 30, 2024)

- The UPS Store
- Delaware Run Wesleyan Church
- Turkey Hill Store 208 - Milton
- SUN Area Technical Institute
- Complete Solutions Insurance Group, LLC
- Willow Playworks
- Hans CedarDale Satellite Inc
- AdOne Advertising & Design
- OPTIMO Information Technology, LLC
- Penn State Extension
- Lewis Township
- Susquehanna Human Resource Management Association SHRMA
- Decal Dynasty
- Horizon Farm Credit
- Eulistic Health
- Susquehanna Broadband LLC
- Tulpehocken Spring Water/Mountainside Coffee
- Wayne Township Landfill
- Lewisburg Pharmacy
- Mifflinburg Bank & Trust - Lewisburg
- Mifflinburg Bank & Trust - Downtown Lewisburg
- Mifflinburg Bank & Trust - Milton
- Williamsport Music Club

Chamber Blood Drive





American Red Cross

Blood Drive

10 a.m. to 3 p.m.
Friday, December 20 @
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".

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Guest Column

Study. Believe. Preach.

Spread of Grace is bringing together God's people to equip and encourage church leaders in rural areas of the world.

At Scott Ringkamp LLC, Technical Consultants, we love to work with diverse clients across multiple industries. We recently partnered with Spread of Grace Ministries (SGM), a non-profit organization that works to educate pastors in developing countries. SGM faced challenges in scaling its operations as it recently partnered with a local university to offer accredited degrees to aspiring pastors. This development presented a need for robust systems to ensure program legitimacy and manage increasing student numbers. With that in mind, SGM reached out to us to come up with some solutions.

SGM required:

Reliable course delivery: A centralized platform to deliver course materials and assessments and track student progress.

Efficient student information management: A system to record student data, including photo identification, and standardize information gathering for accurate record-keeping.

To address the challenges faced by SGM, we implemented several solutions. First, a cloud-based Learning Management System (LMS) was deployed, providing a centralized platform for hosting course content, conducting online assessments, and tracking student progress. This ensured accessibility for both students and instructors, regardless of their location. Second, a customized database was also developed to capture essential student information, such as demographics, academic history, and photo identification, ensuring data accuracy and consistency. Finally, comprehensive training was provided to SGM staff on utilizing the student database effectively. These measures aimed to enhance students' overall learning experience and streamline staff administrative processes.

So, was it successful? Yes!! The implementation of these systems resulted in significant improvements for SGM, including:

Enhanced Program Credibility: The LMS and student database provided a structured and organized approach to education, enhancing the credibility of the program and the degrees awarded.

Improved Accessibility: The online platform allowed students in remote areas to access course materials and assessments, increasing participation and learning opportunities.

Streamlined Operations: Automated tracking and reporting features within the systems saved administrative time and reduced manual effort for SGM staff.

Data-Driven Decision-Making: The student database provided valuable insights into student performance and program effectiveness, enabling data-driven decision-making for program improvement.

Empowered Field Staff: Access to accurate student information via the database empowered field staff to effectively manage student needs and provide better support.

By investing in its technical systems, SGM successfully addressed its operational challenges and established a solid foundation for growth. The LMS and student database not only improved the efficiency and credibility of its programs but also empowered staff and enhanced the learning experience for aspiring pastors. We continue to work with SGM to develop additional course content and leverage the student database to improve its programs further and support its mission.

Scott Ringkamp LLC empowers businesses through comprehensive technical consulting and cybersecurity services. Our expertise encompasses enhancing technology systems, maximizing the potential of existing tools, and enabling companies to concentrate on their core objectives. Feel free to reach out to Scott at scott@scottringkamp.me, 717-368-9327.



Time with Tea Jay

'Making a difference from the heart'



In the April edition of It's Your Business I discussed an upcoming seminar on mental health in the workplace as May was Mental Health Awareness month. In doing so I shared my own personal experience having mental health issues since young adulthood.

Recently I received a letter at the office from someone who had read this column. The writer had shared "My reason for writing primarily, is to tell you that your article in the April issue of It's Your Business was so honest and meaningful and beneficial to me as well". The writer went on to explain how they experienced mental health issues for a few years being afraid to tell anyone and never feeling comfortable enough to admit seeing a medical professional for the mental health issues.

If you haven't yet come to realize I tend to be a very transparent person. I honestly am not sure what the driving factor is, for my feeling the need to be so transparent; but I believe now it has its purpose. As I read the beautifully written letter I was moved to tears. Yes, sometimes being so transparent has its faults; but the difference it can make far outweighs them.

The screen saver on my computer has a simple quote "One person can make a difference, and everyone should try" -John F. Kennedy.

I truly believe this to be true. Each day we can make a difference. It could be as simple as being transparent or it could be as significant as making an impact. Recently at the 2024 Annual Meeting & Awards Ceremony Impact Awards were presented to individuals who continuously make an impact by their dedication and effort in volunteering and working to better their communities. The humbleness of these recipients just confirmed their being deserving of such an award.

As we embark on the end of 2024 and the forefront of 2025, I challenge you to think about how you can make a difference and to be grateful for each day and every encounter you have.

Remember to lean on and communicate with the team at your Chamber to assist you with your endeavors and challenges alike. Share your triumphs with your Chamber team as well. We truly enjoy seeing your successes.

Wishing you a most genuine Thanksgiving not just on one day but all year long and as the Bryan Majors the keynote speaker shared at the Annual Meeting "stay focused, remain humbled, and keep working".
God Bless!

Tea Jay Aikey
President & CEO

Breakfast Briefing



We had a fantastic, full-house Breakfast Briefing on Friday, October 18 at the Central PA Chamber of Commerce! Jessica's delicious breakfast and chocolate chip pumpkin muffins helped kick the networking into high gear after a presentation by Lauren, Samantha, John, and Greg from the The Wealth Factory.

If you have not joined the Central PA Chamber for a breakfast briefing, there are just two more opportunities to reserve a seat in 2024!

Register at www.centralpachamber.com/events.



BREAKFAST BRIEFING

Off-site!

Off-site!

7:30 to 9 a.m. Friday, Nov. 15
@ AGAPE,
851 Railroad St., Bloomsburg


Free to Attend

Register by Nov. 8 @ centralpachamber.com/events

Sponsored by:



What's Happening



DOT Supervisory Drug and Alcohol Training

Friday, Nov. 15
10:00 a.m. - 12:30 p.m.

UPMC Williamsport
Walnut Room
700 High St., 3rd Floor


The WorkCenter at UPMC will be hosting a DOT Drug and Alcohol Reasonable Suspicion Signs and Symptoms Training.


This service is offered free of charge to all current consortium member supervisors (limit 2 per company). There will be a nominal fee of \$75.00 for non-members and additional supervisors.


It is a requirement for all DOT supervisors to attend this course at least once, and it is also a beneficial tool for non-DOT programs.

Each participant will receive a Certificate of Completion.

Reservations are required.
Call or email Chandra S. DeWald at **570-326-8118** or **SpringDeWaldCh@UPMC.edu** to reserve your spot today.







Attention Business Owners:

Capture the Value of Your Business


Over 70% of business owners have most of their assets tied up in their business, hoping to sell it in the future to fund their retirement plans. Businesses typically represent 60-80% of its owner's net worth. If you are a business owner looking to maximize the value of your business, join us for a free breakfast presentation.

Includes a Free Breakfast!

Friday, November 15th
8:00 am - 10:00 am
Central PA Chamber of Commerce
30 Lawton Lane Milton, PA 18517

RSVP By: Tuesday, November 12th

Limited seats available. To RSVP click [here](#) or email corlando@swiftkennedy.com.



Evergreen Exit Planning Process

Why Establish Exit Goals:
Aligning personal and business goals for a smooth transition.

Financial and Mental Readiness:
Assessing readiness for exit and planning for post-exit income.

Owner Dependence Index:
Reducing owner dependence to enhance business transferability.

Industry Activity Assessment:
Understanding industry trends and potential buyers' expectations.

Company Performance Assessment:
Identifying value drivers and strategies to increase business value.

Swift Kennedy Employee Benefits Overview

- Driving higher profits by managing benefits effectively
- Benefit options for small businesses with full and part-time employees

Speaker: Ed Barone, CBEC, CMAA



Ed Barone joined Evergreen Wealth Solutions ensemble in 2018. Ed is a seasoned wealth manager, with over 22 years' experience in Wealth Management. The last 12 years, Ed has focused on Business Exit Planning for privately held business and Institutional Asset Management. In October 2023, Ed earned the distinguished award "Excellence in Exit Planning" by the International Exit Planning Association. Ed leads an ensemble of experts in planning and investments developing customized exit strategies for privately held businesses. Ed's team will lead and coordinate your M&A advisory team through the exit of your business.

Speaker: Jerry Calistri, CSFS, CHRS



Jerry Calistri has over 25 years of experience in the employee benefits industry, starting in 1991 at the Pennsylvania Employees Benefit Trust Fund in Harrisburg, PA, and Geisinger Health Plan as Regional Sales & Operations Manager for the Western Region. Jerry is a Certified Self Funding Specialist (CSFS) and Certified Healthcare Reform Specialist (CHRS) and has conducted educational and consulting seminars for employers, local chambers, and small business development councils about healthcare reform. In addition, he is an active member of the National Association of Health Underwriters and Past President of the local Mid Penn chapter, as well as a PAC Board Member for Health Agents for America.

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- Chance to win one of four \$250 annual scholarships
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Membership Levels:

- ◊ **General Membership - SHRM National Member - \$100**
Subscription period is for 1 year, on: January 1st
- ◊ **General Membership - \$150**
Subscription period is for 1 year, on: January 1st

Visit us on the web at www.SHRMA.org or follow SHRMA on LinkedIn (Susquehanna Human Resource Management Association)

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CAN YOU GUESS WHO HAS YOUR BACK?



THAT'S WHO.

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30 Lawton Lane Milton, PA 17847

Members Recognized

Camp Koala

MIFFLINBURG - Camp Koala, has received a \$10,000 grant to support its programming for grieving children. The Greater Susquehanna Valley Competitive Grant Program grants annually to organizations with programs that support residents in Montour, Northumberland, Snyder and Union Counties. Lisa Streett-Liebetrau, the Executive Director of the nonprofit, said the funds will be used to host grief support groups for children who have experienced a death.



Last year, Camp Koala opened their new office in downtown Mifflinburg, and offers monthly camps at this new facility, as well as numerous grief support groups in schools and communities. Camp Koala is a 501c3 public charity and serves grieving children ages 6-18 at no cost to the families they support.

Camp Mount Luther

MIFFLINBURG - Camp Mount Luther is thrilled to announce that it has surpassed \$1 million in capital campaign funding for facility improvements. This achievement marks a significant step toward achieving the \$1.6 million campaign goal. The camp also has a challenge goal of \$2 million.



The funds raised will have a direct impact on the hundreds of youth who visit Camp Mount Luther throughout the year. The new bathhouse will replace aging bathroom and shower facilities. It will include increased capacity, privacy, and accessibility for users. Renovations to Maple Hall, one of Camp Mount Luther's primary indoor spaces, will include three suite-style lodging rooms to offer greater hospitality and ADA accessibility for adult guests.

Chad Hershberger, executive director, says this is quite an accomplishment. "We are incredibly grateful for the generous support from our donors, volunteers, congregations, and community partners. This milestone not only reflects the commitment of our supporters but also the growing recognition of the importance of outdoor experiences in nurturing spiritual growth, wellness, and community," Hershberger said.

Children from across the area visit Camp Mount Luther through the camp's outdoor education partnership with local schools. During the summer, the camp hosts several weeks of traditional summer camp experiences. Camp Mount Luther provides for local groups retreat and rental space for reunions, conferences, hikes, and more.

The new bathhouse is expected to be ready for the summer 2025 programming. Renovation of Maple Hall will soon follow the bathhouse project. With this funding, they aim to serve more individuals and families, enhance programming, and promote inclusiveness in the great outdoors.

Dermatology Partners

BIRDSBORO - Dermatology Partners, the Mid-Atlantic's premier privately owned, physician-led dermatology group specializing in medical and surgical dermatology in Pennsylvania, Delaware, and Maryland, proudly congratulates the 2024 NL East Champion Philadelphia Phillies on an incredible regular season! As the city prepares for another exciting postseason and "Red October" begins, we are proud to have supported Phillies fans all season long as the official UV Index Sponsor of the game, raising awareness about skin cancer and sun safety.



This past season, Dermatology Partners partnered with NBC Sports Philadelphia to promote sun safety awareness among Phillies fans. As the UV Index Sponsor, we provided the UV Index during Sunday pre-game shows, helping fans understand the risks of sun exposure and encouraging them to take precautions to protect their skin. This initiative was part of our commitment to extending skin health education to the heart of Philadelphia's sports scene.

"At Dermatology Partners, we believe in the power of education and prevention when it comes to skin health," said Andrew Kay, Vice President of Growth and Business Development at Dermatology Partners. "Partnering with NBC Sports Philadelphia for Phillies home games allowed us to reach a wide audience and reinforce the message of sun safety while enjoying outdoor activities. The temperature and weather are always provided to fans so they know to dress properly for games."

Continued Kay, "By providing the UV Index information, our goal was to encourage healthy habits and remind fans of the importance of protecting their skin while enjoying America's favorite pastime, including in the post-season."

Through this partnership, Dermatology Partners reaffirmed its dedication to promoting skin health and supporting the communities it serves. As fans celebrated a successful regular season, whether from the stands or from their homes, we were there to remind them to stay sun-safe while cheering on the Phillies.

In addition to the UV Index updates, Dermatology Partners also featured provider interviews and 30-second commercials on NBC Sports Philadelphia and NBC10 broadcasts. Reaching over one million viewers across the tri-state area, these commercials offered invaluable opportunities to educate the community about the importance of regular skin checks, sun protection, and the early detection of skin cancer.

Here's to a thrilling postseason, and we look forward to continuing to promote healthier, happier communities. Go Phillies and Go Red October!

First Community Foundation Partnership of Pennsylvania



WILLIAMSPORT - The First Community Foundation Partnership of Pennsylvania (FCFP) is pleased to announce the approval of grants totaling \$324,300 to 25 nonprofit organizations through its competitive grant program. These grants are designed to support initiatives that benefit residents across Lycoming, Montour, Northumberland, Snyder, and Union Counties.

Eligible nonprofits were invited to apply for funding for projects that enhance arts and culture, education, health and human services, environmental stewardship, and economic development. FCFP Regional Advisory Board members collaborated with FCFP staff to evaluate each proposal, focusing on factors such as service area, population served, sustainability, community support, demonstrated need, and alignment with grant criteria. For more information about grant opportunities, please visit FCFPPartnership.org.

The First Community Foundation Partnership of Pennsylvania works to improve the quality of life in north central Pennsylvania through community leadership, the promotion of philanthropy, the strengthening of nonprofit impact and the perpetual stewardship of charitable assets. FCFP strives to create powerful communities through passionate giving.

Focus Central PA



DANVILLE - Focus Central Pennsylvania is pleased to announce it has received a \$21,500 grant from PPL Foundation. These funds will support a top-notch two-day sales and education training initiative to engage partners and community leaders to raise awareness, knowledge and share details about industrial opportunities in Central Pennsylvania so together partners can effectively promote and support promotion of the region to attract sustainable, quality investments for strong communities.

The world and Central Pennsylvania are experiencing challenges from exponential advances in technology and unprecedented economic disruptions. One of those challenges and competitive advantages to economic strength and growth is the national capacity and delivery of electricity as the industrial community digitalizes and electrifies. The forum will cover the sales process for business attraction, details on the Central PA product that is promoted, ways to promote and support promotion of the region as well as knowledge sharing on the electric infrastructure and how that supports economic growth in Central PA.

The forum will be open to leaders and organizations that have a vested interest in successful economic growth in Central PA to include education partners, utilities, planning departments, transportation partners, local and county leaders, federal and state leaders, economic development partners, Chamber leaders, and other key partners to include engineering, construction, financial institutions and real estate executives.

“Focus Central PA is grateful for PPL Foundation’s support of smart economic growth in Central PA. The work to support thriving communities is the work of many and PPL Foundation’s support provides the resources necessary to engage, collaborate and communicate as partners to accomplish important things for our communities.” said Lauren Bryson, Executive Director, Focus Central PA.



Herbert, Rowland & Grubic, Inc. (HRG)

LEWISBURG - Herbert, Rowland & Grubic, Inc. (HRG) has promoted Erin Threet to vice president of services, a new role designed to maintain the firm’s commitment to quality as it pursues ambitious growth plans.



“HRG is growing: increasing our staff, adding new services, and expanding into new markets. As we grow, we want to ensure our clients continue to receive the high level of service they’ve always received from us, and Erin will be an excellent steward in that regard,” HRG’s Chief of Services Josh Fox says. “She will work with our service area leaders to align technical standards and ensure consistent deliverables across the organization. She will also ensure staff members have the tools, training, and support they need to excel in their roles and produce quality work.”

Threet has already earned valuable experience in this regard as assistant vice president, overseeing operation of HRG’s Lewisburg office since 2012. This role often required her to pull in resources from across the organization to complement local operations and deliver value for clients, so she has extensive knowledge of HRG’s operations and core competencies. She is also highly skilled at project delivery with more than 18 years of experience designing water and wastewater infrastructure for HRG’s clients. She is a licensed professional engineer and member of several industry organizations, including the Pennsylvania Municipal Authorities Association (PMAA), Pennsylvania American Water Works Association (PA-AWWA), Central Pennsylvania Water Quality Association (CPWQA), Pennsylvania Water Environment Association (PWEA), and the Water Environment Federation (WEF). She has been a member of HRG’s board of directors since 2023.

CENTRAL PA

BUSINESS & EDUCATION ASSOCIATION

Seminar & Training Series

How to Deliver a Great Elevator Pitch

9:00 to 11:00 a.m. Tuesday, November 12

In-Person @ the Central PA Chamber
30 Lawton Lane, Milton

Cost: \$10 Member / \$15 Non-Member

Register by November 5:

www.centralpachamber.com/events

Presented by:

“Annual Meeting” (from page 3)

Hailing from Harrisburg, Majors graduated from high school with a 3.9 GPA: He was also a starting point guard for the Harrisburg Cougars for two years. After high school, he attended Susquehanna University (SU) on an academic scholarship. He made history as the first African American male to earn a degree in elementary education from Susquehanna.

While there, Majors basketball career continued earning him accolades: Rookie of the Year, two-time conference Defensive Player of the Year, career leader in assists, second leader in steals, a two-year captain, and a four-year starter.

After graduation from SU, Majors earned a master of public administration degree with a focus on nonprofit organizations at Penn State. In 2012, he began laying the foundation for a legacy through Major Prep LLC, Bryan Majors LLC, Major Prep Apparel, and Major Prep Cycle Breakers (501C3). These ventures were inspired by values instilled by his father — always be prepared for life’s opportunities and challenges.

Majors also spent 12 years playing for the Harlem Globetrotters organization as a Washington General. Aikey said Major’s presentation was received beyond her expectations. “I’ve heard nothing but rave reviews and I believe the line to meet him and purchase his book, “Training for Triumph,” demonstrated their approval as well.”

The preceding article by Deb Brubaker, first appeared in *The Daily Item* 11/3/2024



There was a record-setting crowd for the annual meeting with 225 registered guests! As always, there was ample time for networking and catching up with friends. Autumn deCosmo, a Susquehanna University student, sang the National Anthem while Captain James May, US Army Chaplain-retired provided the invocation. The Chamber team surprised Tea Jay with a custom gift from Centered Earth. The 2024 Impact Award Winners, Cheryl Rheppard (Milton Public Library), Dr. Lenaire Ahlum (Susquehanna Valley Community Education Project), and Camp Susque (Peter Swift) pose with their paques and autographed books. Swift also accepted a PA House Citation from State Rep. Joe Hamm on behalf of Camp Susque.





2024 Annual Meeting & Awards Ceremony Sponsors

Meal/Venue Sponsor

**Baker's Waterproofing
Labels by Pulizzi
Service 1st Federal Credit Union**

Centerpiece Sponsor

**Riverfront Financial Services
WellSpan Evangelical
Community Hospital**

Award Sponsors

**Hot Frog Print & Media
Intrada Technologies
Kinetic
Nesco Resource
Spherion Staffing & Recruiting
T-Ross Brothers Construction**

Favor Sponsors

**Dermatology Partners
Home Instead
Lawton Insurance Agency
Pennsylvania Chamber Insurance**

Program Sponsors

**A+ Office Supply
Asbury Riverwoods
Herbert, Rowland & Grubic, Inc.
Hot Frog Print & Media
MC Federal Credit Union
Stahl Sheaffer Engineering
Susquehanna Fire Protection Company
The Wealth Factory**

Additional Support By:

**Feast of Flavor Catering; Fusion Formal & Bridal;
Hosterman Creative; Hot Frog Print & Media;
Keystone Advertising; Scales n' Tails 3D Printing;
SUN Area Technical Institute - Cosmetology;
Tony's Tailor Shop; The UPS Store**

2025 Marketing & Advertising Opportunities



CENTRAL PA CHAMBER OF COMMERCE

IT'S YOUR BUSINESS

Monthly Digital Magazine

Clickable ads that link to your web page.

- \$50 – Business Card Size Ad
– 4 spaces per month
- \$100 – 1/6 Page Size Ad
– 4 spaces per month
- \$150 – 1/4 Page Size Ad
– 4 spaces per month



IYB Quarterly

Quarterly Print Magazine

Be seen in our popular quarterly news magazine available in locations across central Pennsylvania.

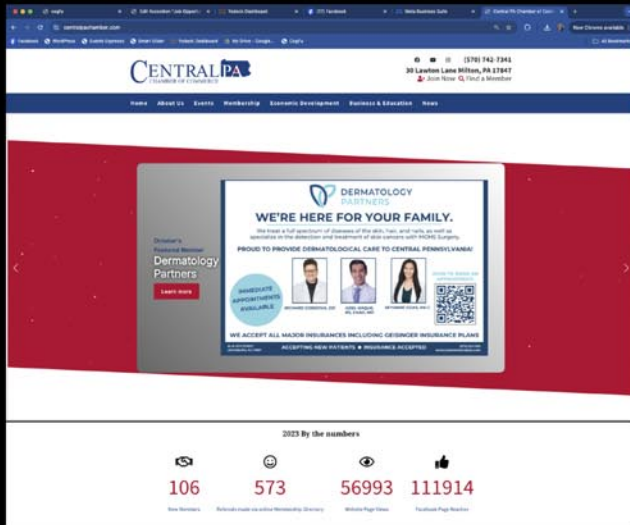
- \$25 + 125 flyers/inserts
– 1 per quarter
- \$50 – Business Card Size Ad
– 4 spaces per quarter
- \$100 – 1/6 Page Size Ad
– 4 spaces per quarter
- \$150 – 1/4 Page Size Ad
– 4 spaces per quarter



"Boosted" Facebook Ads

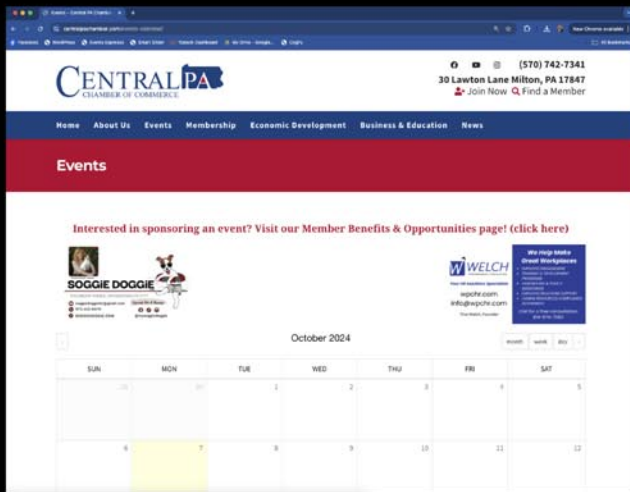
Be seen on our very active social media accounts with targeted geographic and demographic capabilities.

\$100/post



Website Homepage

Clickable banner ad that links to your web page.
\$150/month – 1 space per month



Website Events Calendar

Business Card sized ad that is seen every time someone registers for a Chamber event.
\$50/month – 2 spaces per month



Discounts & Priority Ad Space Reservations

20% off IYB & IYBQ ads.

Reserve and purchase 4 or more ad spaces before December 20, 2024 and receive 20% off your total invoice. President's Club members receive first opportunity to reserve ad spaces until November 4, 2024, then full Chamber membership. Ad spaces will be granted on a first-come-first-served basis!

Constant Contact

Sponsored Emails

Be the focal point of official Chamber emails, sent to over 2000 contacts.
\$100/email



2025 Member Success Guide Member Benefits & Opportunities Guide

- \$150 – Inside quarter page – 4 spaces
- \$250 – Inside half page – 2 spaces
- \$350 – Inside full page – 1 space
- \$500 – Back side full page – 1 space

WHY US?



Not in your budget?

The Central PA Chamber has FREE opportunities to promote your business or organization too!
Why not start with a WHY US? video?

Jessica's Jottings



If you attended our Annual Meeting last month you will remember the theme was being prepared. Now is the time to start thinking about 2025 and if you are prepared to get the most out of your Chamber membership. A good way to get your business or organization in front of tons of people would be to sponsor an event.

The Chamber staff have finalized our event dates for 2025, and we will be offering our members the opportunity to sponsor these events. Keep reading to learn about these opportunities and see which one speaks to your business or organization's goals.

Legislative Events are an opportunity for our members to network with elected officials in our region, whether it be local, federal, or state level forms of government. Our sponsors for these events have the opportunity to present, give out marketing/promotional materials, display signage, and have pre-and-post advertising with the Chamber through our website and social media accounts. A typical audience for these events is around 100 to 125 people.

One of the more popular events the Chamber holds is our Breakfast Briefings. Held each month at the Chamber building or even at a member's location. These briefings offer a hot breakfast and lots of networking. Sponsors get to present to the audience which we keep around 30 attendees. This gives you more chances to have those one-on-one conversations that can lead to more business and collaborations.

Our Annual Meeting and Awards Ceremony has had a sold-out crowd for the last couple of years with over 200 people in attendance. Our sponsors for this event get recognized before, during and after the event with various marketing avenues as well as being displayed all over the venue. This is our biggest event of the year and next year we plan to make it even bigger!

We also have the Business & Education Associations annual Golf Tournament. A fun-filled day to support this 501c3 organization in providing our region with the seminars & trainings employers and employees need to continue to grow our region. There are multiple levels of sponsorships to fit anyone's budget.

If you would like to learn more about the benefits and how to sign up for these events, please contact me. Also, be on the watch for the new 2025 Sponsorship Sheet that will be coming to each one of our members this month. Use this to secure your sponsorship today and no payments are due until 2025!

Remember, a majority of these sponsorships are spoken for before the end of the year, so if you have interest or questions do not hesitate to reach out to the Central PA Chamber staff.

Jessica Beaver
Finance & Membership Director
jbeaver@centralpachamber.com

INSIDE JOBS






The Central PA Chamber of Commerce was treated to an Inside Jobs Tour by Workforce Development at Penn College on Wednesday, October 30.

Chamber members representing a large variety of industries and geographic footprint travelled to learn about the impressive campus and see the future skilled workers of America in action.

Thank you to our friends at Penn College for their invitation and hospitality!



 NOVEMBER 2024 <small>FILM ADMISSION: Campus Theatre Members \$6 Students, Seniors, & Veterans \$8 • Adults \$9</small>						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1 BYOB NIGHT! 7:00 PM BEETLEJUICE (1988)	2 BYOB NIGHT! 5:00 PM BEETLEJUICE BEETLEJUICE w/Open Caption 8:00 PM BEETLEJUICE BEETLEJUICE
3 1:00 PM COCO <i>Sponsored by Geisinger ADMI FREE!</i> 5:00 PM BEETLEJUICE BEETLEJUICE	4 CLOSED	5 7:00 PM TONSLER PARK <i>BU Tuesday Film Series FREE!</i>	6 1:00 PM BEETLEJUICE BEETLEJUICE <i>Mid-Day Matinee!</i> 7:00 PM SHORTS PROGRAM <i>Bucknell Film Screening FREE!</i>	7 FINAL SHOWING! 7:00 PM BEETLEJUICE BEETLEJUICE	8 7:00 PM THE WILD ROBOT	9 2:00 PM THE WILD ROBOT 5:30 PM WHISTLE TO THE MAPLES HORROR FILM FESTIVAL
10 3:00 PM WVIA PRESENTS: KEN BURNS: DA VINCI <i>FREE!</i> 5:00 PM THE WILD ROBOT w/Open Caption	11 7:00 PM THE SOCIAL NETWORK <i>Bucknell Film Screening FREE!</i>	12 7:00 PM JESSICA BRADLEY SHORTS PROGRAM <i>BU Tuesday Film Series FREE!</i>	13 1:00 PM MR. SMITH GOES TO WASHINGTON <i>Mid-Day Matinee!</i> 7:00 PM <i>BU Film Screening FREE!</i>	14 7:00 PM THE WILD ROBOT	15 BYOB NIGHT! 7:00 PM LEE	16 BYOB NIGHT! 5:00 PM LEE w/Open Caption 8:00 PM NIGHTMARE ON ELM STREET <i>40th ANNIVERSARY</i>
17 1:00 PM MY SOUL LOOKED BACK AND WONDERED <i>Presented by CommUnity Zone</i> 5:00 PM LEE	18 7:00 PM RINGU <i>Bucknell Film Screening FREE!</i>	19 7:00 PM HEDWIG AND THE ANGRY INCH <i>BU Tuesday Film Screening FREE!</i>	20 1:00 PM LEE <i>Mid-Day Matinee!</i>	21 7:00 PM LEE	22 BYOB NIGHT! 7:00 PM SATURDAY NIGHT	23 BYOB NIGHT! 5:00 PM SATURDAY NIGHT w/Open Caption 8:00 PM SATURDAY NIGHT
24 5:00 PM SATURDAY NIGHT	25 CLOSED	26 CLOSED	27 1:00 PM SATURDAY NIGHT <i>Mid-Day Matinee!</i>	28 	29 BYOB NIGHT! 7:00 PM PLANES, TRAINS & AUTOMOBILES	30 4:00 PM WHITE BIRD w/Open Caption 7:00 PM HARRY POTTER & THE DEATHLY HALLOWS: PART 1

Watsonstown Area Historical Museum

109 MAIN ST, WATSONSTOWN

Will be open 9am - 7pm November 11th In honor of our veterans and their families.

Make plans to stop in!
We are displaying the military uniforms in our collection, along with plenty of pictures and items to see.
We have a slideshow set to music of over 260 local veteran's pictures.
Cookies, snacks, and coffee will be available in the community room, so you can sit and visit.
If you cannot visit on Veterans Day, the display can be viewed during regular museum hours through November.

FAMILIES IN RECOVERY IS SPONSORING SOBER SKATE NIGHT

**NOV. 30
4:30-6:30PM**

**SPONSORED BY
PIK-RITE!**



@ SUNSET SKATING RINK
2755 N SUSQUEHANNA TRAIL,
SHAMOKIN DAM, PA 17876









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Pennsylvania Chamber Insurance

For Your Business. For Your People. For Your Health.

Investing with PCI is an investment in your business and your people, and we pride ourselves in working with you to build a one-of-a-kind benefits portfolio that is based on your company's budget and your employee's needs.

As a PCI member you also gain membership with the PA Chamber of Business and Industry, which represents the collective voice of nearly 10,000 businesses in communities statewide and influences public policy that directly affects employers' bottom line.

Here's a quick breakdown on how PCI can work with you:

-  **Benefits Consulting and Administrative Services:** Long-term strategies based on data and driven to add value to your business and for your people;
-  **Group Health and Well-Being:** A suite of cost-effective medical plans and well-being services geared to help your employees be their best at work and at home;
-  **Self-Insurance Expertise:** Traditional coverage options and our own, self-funded PCI Benefits Consortium are among our unique deliverables;
-  **Human Resources Consulting:** Access to extensive HR materials, compliance assistance and review, and more;
-  **Specialty Benefits:** Dental, vision, life and disability, turn-key Medicare enrollment, and individual coverage;
-  Access to our caring and capable Credentialed Service and Support team

Don't delay — enroll with PCI today!



PCITM
Pennsylvania Chamber Insurance

For your Business. For your People. For your Health.

Let us know if you're interested in a free quote! Call 570-742-7341!

BY THE NUMBERS...

There were a record **225** registrants at the Annual Meeting!

The Central PA Chamber staff awarded **3** members with Chamber Impact Awards!

This was the **11TH** year Chamber Impact Awards have been presented!

Join us at these upcoming events!



American Red Cross

Blood Drive

10 a.m. to 3 p.m.
Friday, December 20 @
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".



Thank you, 2024

President's Club Members!

The President's Club is an exclusive sponsorship program created to prominently recognize Chamber members who contribute over and above their annual membership investment. This allows the Chamber to increase its level of service to all members. President's Club members are eligible for exclusive discounts and events, as well as priority reservations and seating for select events.

Visit: centralpachamber.com/membership/presidents-club/ for more details.
Contact Tea Jay Aikey: 570-742-7341 to inquire about membership for 2025.

Tell Us About Your Facility Usage Experience!

Film your review & post it to social media. Be sure to tag the @CentralPAChamberofCommerce #CentralPAChamber



CENTRAL PA CHAMBER OF COMMERCE

Did You Know?

FACILITY USAGES:

- MEMBERS may reserve spaces at our offices, such as our board room & training center, on a first-come, first-served basis. Available 24/7.
- Additional reservations - \$18/week day / \$50/eve or weekend.
- Non-members may make a one-time reservation for \$76.
- Rooms equipped w/ white boards, TVs, speakers, wifi, HDMI, coffee bar, flexible layout options, handicapped accessible & other amenities.
- Bring your own refreshments or book one of our members to make your event!



2025 Marketing & Advertising Opportunities

CENTRAL PA CHAMBER OF COMMERCE

IT'S YOUR BUSINESS

Monthly Digital Magazine
Clickable ads that link to your web page.



Website Homepage
Clickable banner ad.

Website Events Calendar
2 Spaces per month.



"Boosted" Facebook Ads
Be seen on our very active social media accounts with targeted geographic and demographic capabilities.



Constant Contact
Sponsored Emails
Be the focal point of official Chamber emails, sent to over 2000 contacts.



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Be seen in our popular quarterly news magazine available in locations across central Pennsylvania.



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2025 Member Success Guide
Member Benefits & Opportunities Guide
Multiple ad spaces from quarter to whole page.

It's a **BRIGTH** idea!



Marketing CENTRAL PA CHAMBER OF COMMERCE

Place your clickable ad here. Advertise with the Central PA Chamber. Seen by thousands, monthly.