

CHAMBER CONNECTION

TO PRESERVE, PROTECT AND DEFEND THE FREE ENTERPRISE SYSTEM OF LYCOMING COUNTY

**Congratulations to the Chamber's
New President/CEO Jason Fink**

**Lycoming County Travel and
Tourism Marketing Grant
Applications Now Being Accepted**

**Mark Your Calendar for
Our First 2019 PM Exchange
on January 10th**



CITIZENS & NORTHERN BANK:

A long history in area banking



The Chamber View



Jason Fink, President/CEO

Happy New Year to all reading this article. 2018 was quite a year on a number of fronts. The global, national, state and regional stages all continue to be flowing with opportunities and challenges across the board. Within our organization, we saw the head of the Chamber for the past 17+ years retire. While it was great for me personally, it also brought some sad feelings as the person who led our organization all those years, was not going to be here January 1, 2019. Vince Matteo provided me with guidance during his time to learn and grow within the organization. For that I thank him along with the friendship and support he offered me. It's good to know that he will be staying here in the community with Sue, Sara, Pat, Riley, Christopher and Gabriella. Thank you also to the board for their support in selecting me to succeed Vince.

It's been recommended that I share a little about who I am for those that don't know me. So here's a quick rundown. I grew up here with my parents, Cheryle and Jim, and two brothers,

Tim and Roger, outside of Montgomery in Brady Township. I graduated from Montgomery and subsequently, Methodist College. I spent a year as a VISTA (now AmeriCorp VISTA) in Pittsburgh, followed with a couple of jobs until I became the Membership and Marketing Director here at the Chamber in February 1996. From there, I went on to become Executive Director for the Visitors Bureau. When Vince came to the Chamber I got the opportunity to become Executive Vice President for the Chamber and Vice President of Economic Development.

More important to all of the Chamber side, I got married to Pam Sauers in 1995. We have four great children; Lydia, Cecilia, Jack and Max. Lydia's a freshman at Bloomsburg and the other three are students in the Williamsport Area School District.

Those that know me, know that I'm passionate about my family, this community, and am a champion of the YMCA and enjoy exercising, the outdoors, sports and classic rock. Not a fan of seafood, "politics" and writing. To be honest, one of the things that I wasn't looking forward to with this new position is writing a monthly column. A tip of the hat to Vince as he was good at this and enjoyed sharing

his thoughts and views on a host of items. Personally, I'd rather have a conversation with someone than write.

So, what's ahead for the Chamber? We've got a great team on staff and a wonderful volunteer base that is supportive of the mission of the Chamber. This is a magnificent community here in Lycoming County. While it's great, there are challenges. However, we're fortunate in having a strong foundation to build upon. What are some of the challenges that we need to address? One of them is a declining population base which also impacts things like our tax base and workforce development. We need to focus on why kids should stay here for job opportunities or return upon graduation from college. There also needs to be a concerted effort in recruiting alums of the area along with those that have no ties here.

There are a host of reasons for people to come to Lycoming County. Our public schools are top notch with options for those desiring small school features or large school amenities. Yes, property taxes right now are a challenge. Most of this though is not borne through your local school boards but at the state level in how money is distributed to local districts compound-

bring new development to Lycoming County that compliments the worker profiles that we excel in. There are a number of new executives in the past couple of years in various organizations here in our community. The one tie that binds us all is helping to grow the quality of life that we enjoy in Lycoming County. The Chamber looks forward to partnering with them in advancing these efforts. Whether it's becoming involved with the Chamber or in another organization, I strongly encourage you to get active in helping to better and grow Lycoming County. I look forward to being here working with you to make this a better place for business and work and improving the quality of life for all here in this area that we are proud to call "home".

We have a diverse economy which is also a plus. However, beyond the gas industry activity, we haven't experienced much new industrial development. Land for development is a challenge as our existing land for development is limited and brownfields are difficult to advance given their general nature to develop. The positive is that we have had a number of local companies expanding their employment numbers. That's great, but we also need to look at ways to add new industries in growing the tax base for everyone's benefit. The challenge will be to

Get Connected With Your Chamber!

www.williamsport.org
e-mail: chamber@williamsport.org
Phone: 570-326-1971

Williamsport/Lycoming Chamber of Commerce Staff Main Office - 570-326-1971

President/CEO	Jason Fink
570-320-4213 - jfink@williamsport.org	
Editor	Taryn Mueller
570-320-4209 - tmuel@williamsport.org	
STAFF	
Vice President & Chief Financial Officer	Nancy Eischeid, CPA
570-320-4206 - neischeid@williamsport.org	
Executive Secretary	Cindy Robbins
570-320-4201 - crobbs@williamsport.org	
Financial Assistant	Lori Knowlden
570-320-4205 - lknowlden@williamsport.org	
Leadership Lycoming/Special Events Coordinator	Sharon Jones
570-320-4202 - sjones@williamsport.org	
Tourism Coordinator	Regina Edwards
570-320-4208 - gedwards@williamsport.org	
Marketing & Membership Coordinator	Taryn Mueller
570-320-4209 - tmuel@williamsport.org	
Receptionist	Amy Hamm
570-326-1971 - receptionist@williamsport.org	

Lycoming County Visitors Bureau Announces 2019 Travel and Tourism Application Deadline

The Lycoming County Visitors Bureau is pleased to announce the next round of the Lycoming County Travel and Tourism Grants funding. Grant applications became available December 21st and are due to the Lycoming County Visitors Bureau by 11:59pm on January 31st, 2019.

Funding is to assist with non-profit organizations in their travel and tourism related activities and is to be used for underwriting the expense of promotional and publicity initiatives by those assets for the purpose of increasing tourism within Lycoming County.

Awards are granted on a competitive basis. Grant funding is limited to non-profit organizations and preference will be given to the assets that demonstrate the ability to attract patrons from outside Lycoming County.

Organizations meeting the criteria for the grant are strongly encouraged to apply for this funding. Applications and guidelines may be obtained by going to the Visitors Bureau website, www.vacationpa.com, or the Chamber's website, www.williamsport.org. They can also be obtained by calling the Chamber at 570-326-1971.

Those organizations that have questions or need assistance in completing the application can contact Jason Fink with the Visitors Bureau at 570-326-1971.

Since 2000, the Lycoming County Visitors Bureau has granted out through this program over \$1.3 million to 50 non-profit organizations conducting travel and tourism related events and activities here in Lycoming County.

FUNDED IN PART BY



**Lycoming County
Travel & Tourism
GRANT PROGRAM**

Lycoming County
Visitors Center

Winter HOURS

December 1st - April 1st

MONDAY	10:00am - 4:30pm
TUESDAY	10:00am - 4:30pm
WEDNESDAY	10:00am - 4:30pm
THURSDAY	10:00am - 4:30pm
FRIDAY	10:00am - 4:30pm
SATURDAY	10:00am - 3:00pm
SUNDAY	CLOSED

WILLIAMSPORT
LYCOMING COUNTY, PA

Call for exhibitors!

Science Festival

Thursday, February 21, 2019

SNOW DATE: FEBRUARY 28

Pennsylvania College of Technology

FIELD HOUSE

9 a.m.-2 p.m.
Sneak peek for 5th grade classes (up to 1,500 students expected)

5-8 p.m.
Open to the public

The festival is geared toward elementary and middle school students and their families. Hands-on activities and demonstrations are best suited for the event.

Don't miss out on this great opportunity to spark excitement about science, math, engineering, and technology in our youth!

Reserve your FREE booth today. Call the Chamber at 570.326.1971 for more information.

Booths are limited and available first come, first served.



EVENT COORDINATED BY

Revolving Loan Fund

The Industrial Properties Corporation, Williamsport/Lycoming Chamber of Commerce and the City of Williamsport are committed to assisting small businesses with their economic development projects. From building renovations, expansion/working capital to equipment purchases, the Revolving Loan Program can provide the finances you need to increase business and ensure economic prosperity.

APPLICATION CRITERIA

- The Revolving Loan Fund is available to:
- Individuals, corporations, limited liability companies and non-profit organizations
 - Gross sales less than \$1,000,000 annually or employ less than 50 individuals
 - Place of business or significant amount of business in Lycoming County
 - Start up enterprises, expansion of existing business or relocation of business to Lycoming County

For more information please contact:
 Nancy J. Eischeid, CPA, Vice President & Chief Financial Officer
 Williamsport/Lycoming Chamber of Commerce
 Phone: (570) 320-4206 Email: neischeid@williamsport.org

January PM Exchanges...

Hillside Senior Living Community

Thursday, January 10, 2019

5:00 – 7:00 pm

2725 Four Mile Drive, Montoursville



Come out and attend the first PM Exchange of 2019!

Come celebrate the Senior Living Community and meet the new Management Company, Health Dimensions Group. Enjoy tours, health screenings, food, drink and entertainment.



City Hall Grand Hotel

Thursday, January 24, 2019

5:00 – 7:00 pm

454 Pine Street, Williamsport



City Hall Grand Hotel would like to welcome you to their PM Exchange. Take a walk through Williamsport's history by exploring the recently renovated boutique hotel rooms that boast images of our city's proud past. Light hors d'oeuvres and drinks will be served.



Welcome New Chamber Members!

Chris Wallace Real Estate, LLC

Ms. Chris Wallace
151 John Brady Dr., Suite 1
Muncy, PA 17756
(570) 220-2897
www.williamsportpahomes.com
Real Estate Agents

Collin T. Linn, DMD

Dr. Collin Linn
2039 Lycoming Creek Rd.
Williamsport, PA 17701
(570) 323-2399
www.smilewilliamsport.com
Dentists

Doing Better Business

Ms. Bonnie Axeman
212 Pine St.
Williamsport, PA 17701
(570) 506-4991
www.doingbetterbusiness.com
Printers/Office Equipment/Furniture/Suppliers

H3 Care, Inc.

Ms. Nicole Whitford
907 West Southern Ave.
South Williamsport,
PA 17702
(570) 220-0404
<http://H3CareInc.com>
Healthcare - Adult
Day Care

Up the Crick - Wine & Antiques

Ms. Erika Morgan
5099 N. Route 44 Hwy.
Jersey Shore, PA 17740
(231) 384-2303
www.upthecrick44.com
Retail Shopping/Specialty
Shops

Whitesel Stained Glass

Mr. Keith Whitesel
519 Pine St.
Williamsport, PA 17701
(570) 980-1554
www.whiteselstainedglass.com
Art Gallery/Framing/
Glass/Entertainment/
Arts/Amusements

Have Your Business Featured in the Chamber Connection

It's Free to Chamber Members!

Showcase your business in our monthly newsletter. It is published inside the Sun-Gazette on the first Monday of each month.

To be featured on the cover, we require 10+ years as a member.

To be featured as a Legacy Member, we require 20+ years as a member.

Newer to the Chamber?
Our 'New Business' and 'Small Business' features are a great way to promote yourself.

Contact our Marketing & Membership Coordinator, Taryn Mueller at tmueller@williamsport.org or (570) 320-4209 for more information.

2019 PM EXCHANGES
WILLIAMSPORT/LYCOMING CHAMBER OF COMMERCE

 Hillside SENIOR LIVING COMMUNITY 2725 Four Mile Drive Montoursville, PA	JAN 10	 CITY HALL GRAND 454 Pine Street Williamsport, PA	JAN 24
 BENNARDI & BARBERIO 42 South Main Street Muncy, PA	FEB 21	 UPMC Susquehanna 700 High Street Williamsport, PA	MAR 14

Williamsport/Lycoming Chamber of Commerce logo: *local business. local success.*

Call the Chamber of Commerce today at (570) 326-1971 or visit www.williamsport.org to make your reservations.

For a complete list of upcoming Chamber events, visit www.williamsport.org.

PM Exchange

Williamsport/Lycoming Chamber of Commerce & Lycoming County Visitors Bureau Hosts PM Exchange



Congratulations to Vince Matteo on receiving state and local citations for his community involvement, position as Chamber President/CEO, and his retirement from the Williamsport/Lycoming Chamber of Commerce. Congratulating Vince and Sue Matteo are Representative Jeff Wheeland, Representative Garth Everett and Chamber Chair, Mike Gaetano.



Follow us on Facebook!



Williamsport/Lycoming Chamber of Commerce



Ribbon Cutting & Open House

Nevills Flowers LLC



Congratulations to Nevills Flowers on their ribbon cutting ceremony and holiday open house at their beautiful, new location at the Shulze Mansion, 748 Broad Street, Montoursville. (From L to R) Williamsport/Lycoming Chamber of Commerce President/CEO, Jason Fink; Montoursville Mayor, Steve Bagwell; Matt Iseley; Melissa Iseley, Owner of Nevills Flowers; Santa Clause; Tanya Weber, Membership Development & Retention Committee. Nevills Flowers provides beautiful giftware and designs spectacular floral creations. Nevills extensive experience will make your special event one everyone will enjoy and remember.

Chamber Members...

Do you have a new business location or special occasion for your company?

Are you interested in a ribbon cutting or open house?

Contact Taryn Mueller for more information at 570-320-4209.

LEGACY MEMBER

SWASD: A long-time reflection of the community

By PAT CROSSLEY
pcrossley@sungazette.com

Seven years after it was incorporated, the borough of South Williamsport boasted a school district comprised of 10 schools with a student population of 600.

According to Dr. Mark Stamm, superintendent, there were small one-room schools throughout the district, one which was located in Nisbet had a morning and an afternoon session. Each session served different age groups. That school has since gone.

But, as the district progressed, the schools were consolidated until today there are three buildings directly in line with each other.

“We are a campus,” Stamm said, of the district, which encompasses everything on the southern side of the Susquehanna River.

Stamm credits a change in the philosophy of education for the drop-off of the one room schools.

“There has been a change in the philosophy of education over the decades as every other school moved away from smaller elementary to more consolidated larger schools,” he said.

Stamm, who began his tenure in the district as a teacher in 1997, has seen other changes in the area, too.

“I think one of the biggest changes is that at that time, South Williamsport was considered a bedroom community. I don’t think that necessarily is how I would describe it today. There are a significant amount of a larger temporary population in the community. There’s a significant number of apartments that exist now,” he said.

“When I started teaching here,” he continued, “the economically disadvantaged ... was in the high 30’s. It’s now over 50 percent.”

He noted that trend is throughout the state and not just in his district, although the focus of the district has not changed.

“Our number one responsibility is the children of the community,” Stamm



PHOTO PROVIDED

Shown above are students and teachers of an eighth grade class at the Mountain Avenue School in 1924. Before the district was consolidated into one general area, there were about 10, mostly small school houses spanning Nisbet to the end of what is now the borough. The district progressed into what is now three buildings all in close proximity to each other in the borough.

said. “I think the public school in any community is a reflection of the community. So, as the community has changed we also have to change to meet the needs of the family. I don’t think it’s that we’re the influence the community, but that we’re responsive to the changing needs of the community,” he added.

Looking ahead, Stamm said the district’s board of directors approved a feasibility study to see what’s occurring in the district and then to make recommen-

dations on how the district should invest going forward.

Stamm, who previously was a history teacher, said one thing he found when looking at the district’s historical artifacts, such as photos and attendance records, was that the district and the community have a very rich history.

“There is a deep connection between the community and its schools,” he said.

“I was always very impressed with the level of pride, whether they were

drama productions or athletic teams, even from a small school, that was reflected in the volume of photographs and the quality of the pictures that we still in existence from the turn of the century and I think that very much continues today,” Stamm said.

“I’m just always impressed with how supportive the community is and how much they care about what is going on here in a positive way. This is a great place to raise children,” he added.



Chamber Member Discount

Working to meet the needs of our members

Chamber Member Discounts are exclusive offers available to Chamber members and their employees. The discounts are offered by members, for members.

They run year-round with no expiration!

Take advantage of all 18 benefits including reduced price health insurance, car care services, office supplies, advertising, construction, cell phone accessories and more.



Since 1899

Plankenhorn Stationery Co.

Office Supplies & Equipment

Plankenhorn Stationery Co. offers 25% off their full line catalog & a quarterly sale flyer with savings of up to 60%.

For more information please contact:

Plankenhorn Stationery Company

144 West Fourth Street
Williamsport, PA 17701
(570) 326-2676

www.plankenhorns.com

Questions about our Member to Member Benefits?
Call the office at (570) 326-1971
or checkout our website: www.williamsport.org

Jersey Shore Area Chamber of Commerce Winter Mixer



Thursday, February 28, 2019

5:00pm - 7:00pm

Tiadaghton Inn

1120 Allegheny Street ~ Jersey Shore

Sponsored By:



~ Complimentary Buffet ~ Cash Bar ~

Sponsorships are also available

To make a reservation, call or visit the website

Phone: (570) 326-1971 or register online at www.williamsport.org

Get Connected With Your Chamber!

www.williamsport.org

e-mail: chamber@williamsport.org

Phone: 570-326-1971 • Fax: 570-321-1209

11th Annual

Denim & Diamonds

February 2, 2019

Farrington Place

6:00 pm — 11:00 pm

**Reservations and Sponsorships
Now Available!**

Enjoy an evening with your Chamber friends, multiple food stations and a variety of awesome desserts to satisfy all dessert connoisseurs. New this year; Central City Orchestra.
Watch your mailing for more information.

Call the Chamber at 570-326-1971 for more information or visit www.williamsport.org to register online.

FEATURE MEMBER

Citizens & Northern Bank: A long history in area banking

By **MIKE REUTHER**
mreuther@sungazette.com

Citizens & Northern Bank has a long history in the region, tracing its origins all the way back to 1864.

With headquarters in Wellsboro, it offers many banking services, operating more than two dozen bank branches, including Lycoming County.

“From a customer perspective, we do community business banking. Everything related to loans and mortgage lending and personal retail lending,” Brad Scovill, president and CEO, said. “We also have a pretty substantial trust and wealth management group, which includes tax planning.”

The real focus of the bank, he said, is meeting the needs of customers and maintaining good relationships.

“We are very driven



At left, AnneMarie Bastian, universal banker, assists a customer at Citizens & Northern Bank in Williamsport. At right, Sam Lush, VP Trust., left; Stacy Elliott, AVP regional community manager, center; and Bruce Smithgall, VP commercial lending, right; at Citizens & Northern Bank in Williamsport.

by that,” he said. “The culture we built here is one where people are focused on core values of working together and

serving customers and having fun at work.”

About 300 people are employed by Citizens & Northern Bank, including at branches in Williamsport, Jersey Shore, Old Lycoming Township, South Williamsport and Muncy.

Scovill referred to Williamsport as the “business hub” of the region.

With plenty of businesses in the city and nearby communities, it’s the fastest growth market for loans and deposits.

While the region is not what can be considered a growth market, it offers what Scovill called “good

solid business.” “One of the great

See CITIZENS on Page D-9

Phillips
office solutions

DOCUMENT MANAGEMENT

buyphillips.com

G:M
Golden Business Machines, Inc.

1-800-692-6217

Your Document Efficiency Specialists

www.GoldenBusiness.com
201 Basin Street, Williamsport, PA 17701
Serving North Central Pennsylvania for over 20 Years!

Plan Your Party with us!

- Company Parties
- Team Bowling Outings
- Themed Birthday Parties
- “Cool” Indoor Bowling Picnic

HOURS:
Monday - Saturday
10:00 am to Close
Sunday
Noon to Close

Faxon LANES
Let us entertain you.

1225 River Ave. Williamsport • faxonbowling.com 323-0273

KAREN VIBERT-KENNEDY/Sun-Gazette

Citizens & Northern Bank: A long history in area banking

From Page D-8

things about Pennsylvania generally is we are dealing with honest people," he said. "It's a really good market for us to be in. The demographics are good for us."

Citizens and Northern has also benefited from what has been a strong economy of late.

Meanwhile, the bank's diversity of services helps it remain competitive.

"We've been consistently adding to our product line," he said. "We also just recently started online mortgage application."

In late September, Citizens and Northern announced its acquisition of Monument Bancorp Inc., Doylestown.

The \$43 million deal allows the bank to expand into other areas.

With \$1.3 billion in assets, Citizens and Northern serves about 40,000 customers.

"The total assets have been pretty stable over the last six or seven years," he said.

Looking to the future, the banks is enhancing its services.

"We are going to continue to refine and keep getting better," Scovill said. "Our real focus is bringing an experience that helps our customers. We want a smooth experience."

These days, the bank is doing more loans and deposit business.

Challenges include keeping up with the ever-changing technology while still providing value.

After all, customers demand it.

Meeting the regulations of the banking industry also poses challenges.

"The real focus is the relationships and meeting their needs," he said. "That translates to customers. That translates to the communities we serve."

Scovill said the bank does its share of outreach in the community focusing on specific needs.

In 2018, the focus was literacy.

The citizens and Northern slogan is: Your Bank for a Lifetime.

"Our relationships and meeting needs are our real focus," Scovill said. "Creating value through lifelong relationships is our mission."



KAREN VIBERT-KENNEDY/Sun-Gazette

Michael Hickey, senior financial consultant, speaks with a customer at Citizens & Northern Bank in Williamsport.



KAREN VIBERT-KENNEDY/Sun-Gazette

Universal Bankers AnneMarie Bastian, left, and Shari Oeler, right, work at Citizen & Northern Bank in Williamsport.

Zartman Construction is central Pennsylvania's full-service general contractor.

Whether you need a new building, a renovation or structural repairs, we will work with you to find a solution.

We don't consider any job too large or too small.

**Sometimes outpromised.
Never outperformed.**

We also have one of the largest fleets of rental construction equipment in the Valley.



3000 Point Township Drive
Northumberland, Pa 17857
Ph: 570.275.4400
www.zartman.com

Leadership Lycoming Program Day

Leadership Lycoming Program Day – Local & State Government

The Leadership Lycoming Class of 2019 would like to thank our December 13th hosts, Harry Rogers of the Lycoming County Prison and Charley Hall of Representative Garth Everett's Office, for spending the day with us. Our day started in City Hall hearing from City Council members Randy Allison and Derek Slaughter and City Clerk, Janice Frank. We learned of their duties and cooperative efforts with city businesses to help everyone grow and succeed. We then split into groups and did an activity with marketing and campaign strategies learned from Charley Hall, for running a successful public office campaign.

We got a break while walking to Executive Plaza to attend the Lycoming County Commissioners Board Meeting. Then we headed to the James V. Brown Library for lunch with local leaders, Representative Jeff Wheeland, former Chamber of Commerce President/CEO, Vince Matteo and County Commissioner, Tony Mussare.

Aboard a River Valley Transit bus, we then traveled to the Lycoming County Department of Public Safety and 9-1-1 Communications Center where John Yingling talked with us about being prepared for emergencies. An informative tour of the facilities proved we have an efficient and well-established system in place.

Our thanks to Davie Gilmour, Pennsylvania College of Technology President, who shared her expertise on appropriate executive and workplace etiquette with us.

Thank you to our sponsors Representative Garth Everett, Ralph S. Alberts Co., and AristaCare at Loyalsock. And thank you to James Haywood, PA CareerLink, Stacey Russell from The Muncy Bank & Trust Company and Danielle Bailey, Roche Financial for being class reporters.

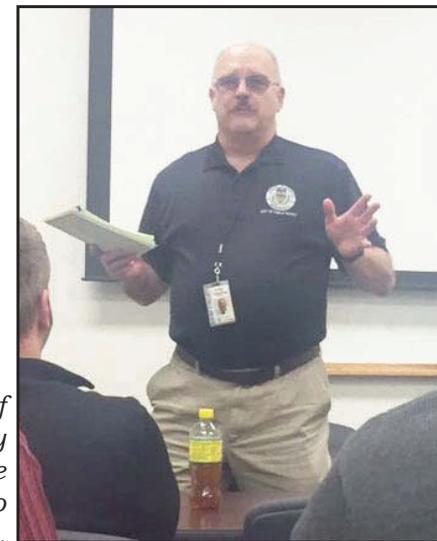
Follow Leadership Lycoming on Facebook!



Tony Mussare, Lycoming County Commissioner, answers questions about the county and the Commissioners' meeting they attended earlier in the day. State Representative Jeff Wheeland looks on and also answers questions about local government.



www.leadershiplycoming.org



(Right) John Yingling, Department of Public Safety, talks about emergency procedures before the class toured the 9-1-1 Center, which just happened to be busy with lots of calls coming in.



City Council members, Derek Slaughter and Randy Allison, talk to the class about council meetings, their roles and responsibilities for the city.

Leadership Lycoming Lottery Ticket Holders...

Drawings are held every day in the month of January!

Winners will be notified by Sharon Jones.

A check will be mailed out within 2 weeks of the winning dates.

GOOD LUCK!



Leadership Lycoming

Rules: All numbers played straight. Winning number based on the PA Lottery Pick 3 Evening Number only. Winners paid within two weeks following the drawing.

EACH TICKET COST \$5.00 - ONLY 1000 TICKETS SOLD

Leadership Lycoming is a program of the Williamsport/Lycoming Chamber of Commerce



Proceeds support the Leadership Lycoming Program Lic. No.510

Su	M	T	W	T	F	S
JANUARY 2019						
		1	2	3	4	5
		\$30	\$50	\$25	\$45	\$30
6	7	8	9	10	11	12
\$40	\$35	\$50	\$25	\$35	\$40	\$25
13	14	15	16	17	18	19
\$25	\$45	\$35	\$30	\$45	\$50	\$40
20	21	22	23	24	25	26
\$30	\$25	\$250	\$30	\$35	\$50	\$25
27	28	29	30	31	THANK YOU!	#000
\$40	\$45	\$25	\$40	\$35		

Leadership Lycoming is Accepting Applications for Class of 2020

Are you interested in Leadership Lycoming?... Now is the time to submit your application. Graduates are seen throughout the community as participants on boards, committees, and task forces. Many find that the information they received as a Leadership participant provides them with the insight to better understand the issues facing our community today and tomorrow.

Class participants are selected on the basis of their demonstrated leadership potential and sincere desire to contribute time and effort in their community. A formal Selection Committee chooses class members based on a written application, references and personal interviews.

Applications will be available online by the end of January and can be downloaded at www.leadershiplycoming.org. Applications will be accepted until April 19, 2019.

If you would like further information or an electronic application, contact Sharon Jones, Program Coordinator at 570-320-4202 or sjones@williamsport.org.

We look forward to seeing you in the Leadership Lycoming Class of 2020!

Upgraded Database Provides Members with Quicker, Emailed Invoices

A few months ago we provided our members with login capabilities for the Member Information Center (MIC). With this login members get to register for events, conveniently pay invoices online and view/edit their company profiles. We have received positive feedback about the new system and look forward to adding additional features.

In the excitement of the new system, we overlooked notifying our members that invoices once mailed are now being delivered via email.

The subject line of the email reads,

“Invoice from Williamsport/Lycoming Chamber of Commerce”.

If you have any questions or prefer to receive your invoices via physical mail, please contact the Chamber at (570) 326-1971 or chamber@williamsport.org.

Get Connected With Your Chamber!

Check out our website for all your events, relocation plans, economic development news, leadership opportunities, and membership information.

www.williamsport.org
www.vacationpa.com
www.leadershiplycoming.org
e-mail: chamber@williamsport.org
Phone: 570-326-1971



Missed a Chamber Connection newsletter in 2018?

You can find past issues on our website at

www.williamsport.org

or

search for the Williamsport/Lycoming Chamber of Commerce on Facebook and look in our albums.

There you will find all 2018 and previous Chamber Connections.

Oh, and don't forget to like us!



The Williamsport/Lycoming Chamber of Commerce
Education Committee
Invites you to our Eighteenth Annual



Education Celebration

Thursday, March 7, 2019

Registration: 5:30 p.m.
Program: 6:00 p.m. – 8:00 p.m.

Williamsport Country Club
800 Country Club Drive
Williamsport

Reservations Required
To register, visit www.williamsport.org
or call the Chamber at 570-326-1971

Featured Awards

Outstanding Educator

Outstanding Senior of the Year

Business Partner in Education

Alumni of the Year

www.williamsport.org

www.vacationpa.com

www.leadershiplycoming.org

SMALL BUSINESS

A community staple, a passion project, a runaway success

By **MIKE REUTHER**
mreuther@sungazette.com

When Karl Fisher launched Alabaster Coffee Roaster & Tea Company in 2010, he had little idea his downtown coffee shop would result in the drawing spot it has become.

Fisher started with nothing really more than a passion for coffee and a belief in bringing something of value to the community.

On any given morning or afternoon, customers looking for a cup of coffee or just a break from their daily routine make their way to his cafe at Pine and West Fourth streets.

With its restored brick walls and wooden floors and long coffee counter, Alabaster creates a pleasing and relaxed cafe atmosphere for patrons.

A decade ago, Fisher worked in youth ministry, but somehow he wasn't too sure that would be his vocation.

"I was a coffee hobbyist," he said, noting he made and sold coffee out of his home.

Moving back to the area with his family, he started to reconnect to the city, and saw Williamsport as a perfect place for starting a business.

"We felt there was room for specialty coffee," he said.

When a coffee shop

went up for sale along Pine Street, Fisher saw it as an opportunity.

"All these things came together," he said.

He gives credit to his father, his wife, Bethany, and experienced business people with helping him start his business.

His plan, he said, was to roast his own beans.

"It wasn't tough at first from a financial standpoint," he said.

The challenge, he said, was just becoming acquainted with running a business.

"I had never worked in a coffee shop or a small business. I didn't know a lot of specifics of running a coffee shop," he said. "I had been a pastor in leadership positions in churches, but that's different leading volunteers rather than paid staff."

But Fisher saw it through and is happy he did.

In the early days, his coffee shop operated out of a narrow single room along Pine Street with room for limited numbers of patrons. It has since expanded to accommodate more customers with a big window looking out on West Fourth Street.

"We tripled the size of our shop," he said.

When he started, he employed just one person, but now has a staff of 10.

But there's more to Alabaster than the downtown business site.



MIKE REUTHER/Sun-Gazette

Karl Fisher, owner of Alabaster Coffee Roaster & Tea Company, sits at the store's bar.

Fisher roasts coffee beans for other shops, including those outside the state.

"To have this business to business relationship on the wholesale end is great," he said.

Local restaurants such as Moon and Raven Public House just down the street sell Alabaster coffee.

And Fisher has developed partnerships with local school districts to share his knowledge of coffee.

The Friendship Development Program at Williamsport High

School matches employees with students to train them in business.

"We partnered with Lycoming College to develop Warrior Coffee," he said.

Fisher said he sees the many facets of his business as a means of investing in the community.

When he started the business, he didn't know the goal, but he knew coffee would be the vehicle for driving his plans.

"We have a direction and we follow it. Coffee is our thing," he said.

Where does Alabaster go from here?

Fisher shrugged.

He said he's rejected ideas that don't necessarily follow his vision for the business.

As far as further expanding the business or opening another site?

"That's always on the table," he said.

But he said he has no desire for his business to become "the next Starbucks."

He's happy with his coffee products, the partnerships he's formed, his place in the business community.

"I love doing business in Williamsport," Fisher

said.

And the community seems to love what Alabaster does. It's being recognized for what it does.

Pennsylvania Wilds awarded Alabaster as Business of the Year in 2018 for its innovative and forward-thinking business model. It noted the bold steps Alabaster took in growing its business while making a difference

Recently, Alabaster won a bronze medal at the Golden Bean Roasters Competition for an espresso brand.

NEW MEMBER

RoLin janitorial service puts its customers first

By PAT CROSSLEY
pcrossley@sungazette.com

For Linda Shultz, co-owner of RoLin Janitorial, Inc., customer service is the most important thing and what she feels her company can offer those businesses that turn to them for their janitorial needs.

“We cater to our customers,” Shultz said. “Our customers are very important to us ... we want to keep them happy.” In fact their website states, “Quality Is What You Want. We Put Service Back Into Customer Service”

The business, which Shultz began in 2000 with her father, Roger Wein, is a family operated one. When her father passed away in 2004, Shultz’s mother, Shirley Wein, stepped in and along with Shultz’s son, David King, carried on the business. The name for the company actually comes from a combination of Shultz’s and her father’s first name. Currently there are four employees at RoLin.

Specializing in janitorial-type services for businesses and factories, RoLin offers carpet and window cleaning as well as polishing, stripping and waxing floors as some of their many services for office cleaning. They provide just about anything for commercial cleaning needs. They also do clean-ups for construction sites.

Although RoLin mainly focuses on commercial clients, they will do apartment move-outs, once the spaces are empty, Shultz said. Schools comprise another area of their clientele, where they do the normal



cleanings associated with keeping the educational facilities clean and ready for students. RoLin uses biodegradable supplies for their services.

Located at 40 Hillcrest Dr., Montoursville, RoLin is fully insured and bonded. Their hours of operation are from 9 a.m. to 5 p.m. Monday through Friday. They are closed weekends. To learn more about what they offer, call RoLin at 570-433-3164, or check them out online at www.rolinjanitorial.com.



Above, a janitor mops floors in a school. At left, a janitor buffs the floors of a business. RoLin specializes in janitorial-type services for not only businesses, but also factories. The business offers carpet and window cleaning, polishing, stripping and waxing floors.

PHOTOS PROVIDED

Member Renewals

Received between November 30th and January 2nd

Thank you to our renewing members.
We do appreciate your membership and
involvement in the Chamber!

Members 81+ Years

Lycoming Engines
Marco Technologies
Pepsi Bottling Group, Inc.

Members 61-80 Years

Bastian Tire and Auto Centers
Eck's Garage, Inc.
Fink's Paint Store, Inc.
Fish Real Estate
Knight-Confer Funeral Home, Inc.
Lamar Outdoor Advertising
Little League International
Lycoming College
PPL Electric Utilities
PRIMUS Technologies Corp.
Sun-Gazette Company
The Meadows, A Park Home Personal Care Community
UGI Utilities, Inc. - Energy to do more

Members 41-60 Years

Brodart Co.
Faxon Bowling Lanes, Inc.
Grampian Hills Apartments
Hermance Machine Company
Hope Enterprises, Inc.
Jersey Shore State Bank
Jersey Shore Steel Company
KBF Print Technology
L3 Electron Devices
Lycoming County United Way, Inc.
Nesco Resource (formerly DePasquale Staffing)
Norcen Industries, Inc.
Pennsylvania College of Technology
PMF Industries, Inc.
Robert M. Sides Family Music Centers
Savoy Contract Furniture
Susquehanna Paper & Sanitary Supply Corp.
Williamsport Area School District
Williamsport Parking Authority

Members 31-40 Years

All Round Tire Company
American Rescue Workers
Aquarius Pool & Patio, Inc.
Berkshire Hathaway HomeServices Hodrick Realty
Burger King/Carrolls, LLC
Community Theatre League
E. R. Kinley & Sons Jewelers
Fairfield Manufacturing Company, Inc.
Forsburg Furnace & Air Conditioning Company, Inc.
Glamorise Foundations, Inc.
Hoss's Steak & Sea House
Interim HealthCare
Jersey Shore Area School District
Jersey Shore Borough
K. C. Larson, Inc.
Klein & Rizzo, Inc.

Larson Design Group
Loyalsock Township Board of Supervisors
STEP, Inc.
Thomas T. Taber Museum of the Lycoming
County Historical Society
Tony's Delicatessen
Trenco, Inc./Distribution Concepts Co.
Van Campen Motors Inc.
West Branch Drug & Alcohol Abuse Commission
Wilkinson Dunn Company
Williamsport Symphony Orchestra
Woolrich Company Store
YWCA of Northcentral PA

Members 21-30 Years

Any Event Party Rentals and Sales
Backyard Broadcasting PA, LLC
Bullfrog Brewery
Cruise Planners
Dental Care Associates
Fred Hamm, Inc.
Gearhart, Wienecke & Verrastro, PC
Golden Business Machines
Horizon Federal Credit Union
Hurwitz Batteries, LLC
IBG Business
Innovative Manufacturers' Center (IMC), Inc.
Janney Montgomery Scott, LLC
Knoebel's Amusement Resort
Lycoming Career & Technology Center
Lycoming Valley Railroad Company
Mericle Commercial Real Estate Group, Inc.
Milton Transportation, Inc.
Muncy School District
North Central Sight Services, Inc.
Pennsylvania State Education Association(PSEA)
Port Elevator Company, Inc.
RE/MAX West Branch
Real Estate Excel - A Girio Realty Co.
Refrigeration Service Co./The Wholesale Chef
Roche Financial, Inc.
Sam's Club
Transitional Living Centers, Inc.
WBRE-TV
Williamsport Mirror and Glass Company
Williamsport Regional Airport
Woodlands Bank
Your Building Centers, Inc.

Members 11-20 Years

Access Self Storage
Advanced Pain Management and Rehab of
Williamsport P.C.
Albright LIFE
Anesthesia Associates of Williamsport
Auto Trakk, LLC
BLaST Intermediate Unit 17
Boy Scouts of America-Susquehanna Council
Choice Carpet Cleaners, Inc.
Comfort Keepers
Corter's Flooring America
David DiGiallorenzo, DMD
DCNR-Bureau of Forestry - Tiadaghton State
Forest Resource Management Center
DeWald Chiropractic

Eagle Construction Company
ECM Realty Management, Inc.
Economy Locker Storage Co., Inc.
Elery W. Nau, Inc.
Elmcroft of Loyalsock
First National Bank
Five Star International, LLC
Geisinger Health Plan
Henry Dunn, Inc.
Herbert, Rowland and Grubic, Inc.
HRI, Inc.
Ichiban - Japanese Cuisine
Jiffy Lube
Kriger Fence Co., Inc.
Lang's Chocolates
Lepley, Engelman, Yaw & Wilk, LLC
Lewis Veterinary Clinic
Lycoming County Water & Sewer Authority
MAS Printing
Mid-State Occupational Health Services, Inc.
Mountaineer Lounge
Muncy Self Storage, Inc./Red Dog Mobile Storage
Murray Motors
PA CareerLink - Lycoming County
Padgett Business Services
Pajama Factory
PHOENIX Rehabilitation and Health Services, Inc.
Piper Aviation Museum Foundation
Presbyterian Home at Williamsport
Raup & Sholder, P.C.
Schrader Architectural Products/Overhead Door
Co. of Lycoming County
SEDA-Council of Governments
Steinbacher, Goodall & Yurchak
Steve Waldman Electric Inc.
SupplySource Inc.
Teamwork Graphics, Inc.
The WorkCenter
Vision Max
Warrior Run Development Corporation
William P. Carlucci, Esquire
Williamsport Crosscutters
Williamsport Electric, Inc.

Members 6-10 Years

Broad Street Financial
Cheri's House of Flowers
Erb's West End Family Market and Catering
Five Star Equipment, Inc.
GEO Foods, LLC
Holiday Inn Express
Hub's Home Oxygen & Medical Supplies, Inc.
McCain Industrial Services
Montoursville Veterinary Hospital
OPTiMO Information Technology LLC
Panda Patriot LLC
Providence Engineering Corporation
Quandel Construction Group, Inc.
Residence Inn
Sordoni Construction Services, Inc.
Sunshine 6-Packs & Subs
Susquehanna Wire Rope & Rigging, Inc.
Weis Markets #52 - Lycoming Creek Road

(Continued on p.15)

Members 1-5 Years

- AECOM
- Andrée P. Phillips
- ARC Heating and Service Co.
- Art of Kathleen B. Bonnell
- BTJ Investments LLC
- Camp Susque
- Casales Sub Shop
- Center for Independent Living of North Central PA
- CleanSlate Centers
- Crown Fried Chicken
- Harold Eck, CPA
- Heaven's Best Carpet Cleaning
- Herman & Luther's
- Jason Eberhart - State Farm Insurance Agent
- Kiwanis Club of Williamsport
- Liberty Arena/Kaos Fun Zone/Scorz Bar & Grill
- Otto Bookstore
- PHOENIX Rehabilitation and Health Services, Inc.
- Scissor's Edge
- State Farm - Stacey Harer, Agent
- Susquehanna Oral & Facial Surgery & Dental Implant Center
- SWC Realty
- Williams Transcontinental Gas Pipe Line Company LLC
- Williamsport Escapes

Interested in joining the Chamber?
Call the office at 570- 326-1971
or apply online at: www.williamsport.org

**Williamsport/Lycoming
 Chamber of Commerce**

133rd Annual Meeting & Awards Banquet

Tuesday, February 19, 2019

11:45AM - 1:30PM

Holiday Inn Downtown

Registration Opens at 11:15AM

Join us as we review the accomplishments of 2018 and look ahead to developing an even better Lycoming County in 2019.

Awards to be presented

Phillips/Plankenhorn Small Business of the Year ward



Large Business of the Year Award



Emerging Business Award



President's Award

For more information or to make a reservation, call the Chamber at 570-326-1971 or register online at www.williamsport.org.



E-Marketplace

Place your direct mail Marketplace flyer in our E-Marketplace E-blast for only \$75!

Be viewed by an additional 3100+ subscribers.

Fill out the Marketplace registration form and email a PDF of your flyer to tmueller@williamsport.org.

Questions? Call the Chamber at (570) 326-1971.



Montoursville Street Banner Order Form



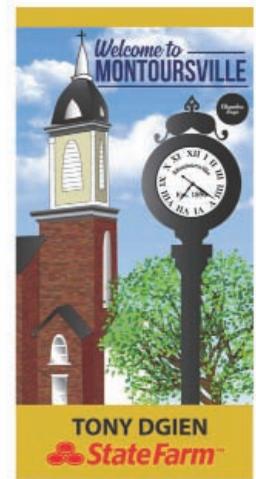
The Montoursville Chamber of Commerce is coordinating street banner sponsorships to help to bring pride to our Borough and recognition to our businesses.

50 street banners will be available for sponsorship. Banners will be hung throughout the Borough.

ONLY 20 BANNERS AVAILABLE

You have the opportunity to assist with this project by sponsoring a banner. Sponsorship includes the option of displaying your company name AND/OR logo (see example at right). Logos can be displayed at no additional cost.

Part of the proceeds will go to the Montoursville High School Art Department in recognition of a student rendition as well as other community projects.



**MONTOURSVILLE
 CHAMBER OF COMMERCE**



Winter Social

Join us for drinks and hors d'oeuvres!

Tuesday, February 19th, 2019

From 5pm to 7pm

Herman & Luther's

787 Route 87 Highway, Montoursville, PA

To register, call 570-326-1971 or online at www.williamsport.org

RSVP by Thursday, February 14th

Sponsorships also available!





Thank You...

The Williamsport/Lycoming Chamber of Commerce wishes to thank all



that came out to support the 2018 Santa Express Train Excursions in the Williamsport area. It was a pleasure to see familiar friends and



families who were with us on past excursions over the past 18 years. We also enjoyed making new friends joining us for the first time. We look forward to having you with us for future excursions in 2019.

A special *Thank You* goes out to the **SEDA-COG Joint SEDA-COG Rail Authority, Lycoming Valley Railroad and Penn Valley Railroad** for their partnership with the Chamber in conducting these excursions.



The Santa Express Train Excursions are also underwritten in part by the below community-minded businesses. They help in keeping this an affordable family event in our community. Please join us in thanking them through your patronage and support.

