

CHAMBER CONNECTION

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

The 2018 Grand Slam Parade Was a Home Run with Ozzie Smith

Enjoy the Last Moments of Summer at the Montoursville Chamber of Commerce End of Summer Picnic



LANG'S CHOCOLATES ALWAYS EXPLORING THE NEW



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The Chamber View



Vincent J. Matteo, President/CEO

Well, August has flown by! It has certainly been a whirlwind, as usual. The Grand Slam Parade, the Grand Slam Breakfast, Williamsport Welcomes the World and, of course, the Little League World Series were all fantastic events and fun times. Even the unusually wet summer cut us a break for the most part.

It is always important to put our best foot forward as a community, but it is particularly important during the ten days of the Little League World Series and, of course, the Drum Corps Associates Championships. This was the first year we hosted the latter event and since I have to write this before the event I have no idea how it went or if the weather cooperated, but I know the best effort was made to make it a first class event for our entire community and, hopefully, a profitable one for our area businesses!

My wife and I attended many of the Little League games and, as I have mentioned before, we like to ride the River Valley Transit Little League Express to and from the games. Besides being convenient (and the best deal in town), it gives me an opportunity to listen to what folks from, literally, all over the world are thinking and saying about our com-

munity. I particularly enjoy hearing what the families of the players have to say. In the 17 plus years I have been here, I have to tell you it was a very rare occasion that I would hear anything negative. Whether it was the fun and unexpected size of our Grand Slam Parade, the enjoyment of Williamsport Welcomes the World Street Festival or lauding how friendly everyone is from the hotel employees to the folks at the Little League concession stands, our area usually gets an A+ and that truly makes me proud of our community and our people. True, we have our problems and issues, but we are a community that, for the vast majority of time, works together and also loves to live here. And, that is something we should all be proud of and it is something that shows through during these times.

So, the question is with summer pretty much over, and most, if not all of our schools opened, what is in store for the fall season in Williamsport/Lycoming County? Well, I can tell you the staff and volunteers at the Chamber and Visitors Bureau will not be slowing down. Along with our day-to-day work, we will be having some special events coming up – especially in October. Leadership Lycoming will host its annual Fall Harvest Jamboree at Herman and Luther's on Route 87 in Montoursville. This

fun, family event is scheduled for Friday evening, October 5 from 5:30 PM to 8:30 PM. Great fun and food for the whole family. Please contact the Chamber at 570-326-1971 for tickets.

The Visitors Bureau is conducting its annual Great Pumpkin Express Train Excursion on Friday evening, October 26th, and our annual Fall Foliage Train Excursions on October 27th and 28th. If you are interested in tickets, please contact the Visitors Bureau at 570-327-7700 or stop by our Visitors Center at 102 West Fourth Street in downtown Williamsport. The kids will especially love the Great Pumpkin Express.

As we move into the fall a number of issues will be facing our community. This coming election, which is fast approaching now that Labor Day is here, will see important elections for State Representatives in both our local districts where our two incumbents, Garth Everett and Jeff Wheeland, face opposition. Our sitting Congressman, Tom Marino, also faces a challenger and, of course, voters in the City of Williamsport have not one but two ballot questions regarding whether or not we should change our form of government from the Strong Mayor form we now have to either a City-Manager/Weak Mayor form or to a Home Rule Charter form. I will have more to say about that in future issues of the Chamber View but for now, I urge

each of you who live in the City to pay attention to what is being proposed so you can make an informed decision on election day. These are very important questions and those of us who live in the City should be engaged and informed. The Chamber Board is scheduled to hear from the Chair of the Charter Commission at our September Board meeting. The Chair of the Home Rule Commission has also been invited to make a presentation to the Chamber Board in September or October, but as of this writing, we have yet to receive a reply to our invitation. The Chamber Board, with many members who either live or own/operate a business in the City, arguably represents the largest "taxpayers" association in the city and county and should be educated on the choices facing them and

their employees.

On a personal note, it is no secret that I am retiring at the end of this year. I was humbled to be recognized by Steve Keener, President/CEO of Little League International, on the field prior to the Championship game. Little League International is an important part of our past and our future and supporting it is one of the easier things I have ever done in my career. I want to thank Steve and his entire team for all they do and for this nice, if not necessary, recognition. It was truly appreciated.

Well, after a busy summer, the Chamber is ready to continue its program year. It should be an interesting time for all of us. I hope you had a great summer (despite all the rain) and will have a profitable and fun fall season. And, that's the Chamber View.

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

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The Economic & Community Growth Corporation of Lycoming County (ECGC) is proud to announce they are accepting applications for the third Emerson Project program year. The Emerson Project is a senior level leadership development program that will pair participants one-on-one with proven community leaders. The program is designed for individuals who have risen in their organization to a senior level of leadership, have had a significant level of community service, have held volunteer leadership positions, and have goals for professional development and community involvement.

The Economic & Community Growth Corporation of Lycoming County was created by the Williamsport/Lycoming Chamber of Commerce and incorporated in September of 2013 to promote the economic prosperity of the Greater Williamsport and Lycoming County region by attracting and retaining businesses and growing new businesses by promoting, fostering, and coordinating economic and community development efforts. The Board of the ECGC believes that developing executive level community leaders is critical to the future of Lycoming County.

Below are the application cover letter and the application. Please review both to get a better idea of the program. For further information, please contact Vince Matteo at the Chamber (570) 326-1971 or vmatteo@williamsport.org.



August, 2018

Dear Applicant:

The Economic and Community Growth Corporation, a 501c3 affiliate of the Williamsport/Lycoming Chamber of Commerce, is proud to present the third year of "The Emerson Project" - a senior level mentor program named in honor of the legendary mentorship relationship between Ralph Waldo Emerson and Henry David Thoreau. We believe that for a community to thrive it must have a progression of strong community oriented leaders who are committed to the future and to develop the next generation of leaders is the responsibility of the current generation.

The Emerson Project will match participants one-on-one with proven community leaders from the private, nonprofit and public sectors. The program is designed for mentees who have risen in their organization to a senior level of leadership, have had a significant level of community service, have held volunteer leadership positions, and have goals for professional development and community involvement.

The 2019 mentorship program will be limited in the number of mentees accepted. The program will include nine monthly lunch & learns, an evening orientation session, an educational but fun mid-year dinner with spouses/partners and a closing evening dinner. In addition, it is hoped that a lasting relationship between mentor and mentee is established and they will meet outside of the program.

The mentors are recognized business and/or community leaders committed to a sound future for Lycoming County and its residents. The curriculum centers on you - the executive and leader. While we are preparing you for an even larger role in the community, this program is about you and will be concentrating on developing your skills as a leader.

If you are interested in taking the next step to community leadership, then this program is for you and we hope you will consider applying.

Sincerely,

Vincent J. Matteo
President/CEO



THE EMERSON PROJECT

The Emerson Project is an executive-level mentoring program over a nine-month period beginning January 2019. Your commitment would be:

- Being open to a relationship that could be long term and extend outside the program;
- Attend the opening dinner session January 8, 2019;
- Attend all 9 *Lunch and Learns* the 2nd Tuesday (11:30am - 1pm) of each month beginning in February 2019;
- Experience at least ten contacts outside set program;
- Attend mid-term dinner/social learning opportunity (spouses/partner welcome);
- Attend closing session (spouse/partner welcome) TBD November 2019.

Matching of mentees and mentors will be completed by The Emerson Project Planning Committee.

Full Name: _____ Nickname / Name you prefer: _____

Home Mailing Address: _____

City: _____ State: _____ Zip: _____

Personal Email: _____ Cell Phone: _____

Company Name: _____ Title: _____

Business Address: _____

City: _____ State: _____ Zip: _____

Work Email: _____ Office Phone: _____

Contact Preferences:

Mail: ___ Home ___ Office **Phone:** ___ Cell ___ Office **Email:** ___ Personal ___ Office

APPLICATION REQUIREMENTS

Applicants must submit a resume and cover letter with this application to:

Economic & Community Growth Corporation
102 West Fourth Street, Williamsport, PA 17701
Attention: Vincent Matteo

- Your resume should include both your work and community leadership experiences.
- Your cover letter should be one page and answer the following two questions:
 - What are your goals and aspirations for yourself, your career, and your community?
 - How can a mentor help you accomplish those goals?

The selection committee will base their decisions on the items above, so take care to give thorough and thoughtful answers.

Applications will be accepted until October 15, 2018. Class size will be limited to maintain program quality.

Tuition is \$500 per individual and will be billed in December.

Signature

Date

Get Connected With Your Chamber!

www.williamsport.org

e-mail: chamber@williamsport.org

Phone: 570-326-1971 • Fax: 570-321-1208

Welcome New Chamber Members!

American Customer Care

Ms. Candice Lachemayer
948 Plaza Drive.
Montoursville, PA 17754
(800) 660-0130
www.accare.com
Consultants

Heartland Rehabilitation Services

Mr. Jason Meixsell
101 Leader Drive, Suite 1
Williamsport, PA 17701
(570) 327-1760
[www.heartlandrehab.com/
williamsport](http://www.heartlandrehab.com/williamsport)
Physical Therapy

Schaedler Yesco Distribution, Inc.

Mr. Ryan Reighard
1309 Commerce Park Drive
Williamsport, PA 17701
(570) 321-0440
www.sydist.com
Wholesalers/Distributors

Revolving Loan Fund

To assist businesses with their financial needs for construction, renovations, equipment purchases and working capital. Information and applications available online at www.williamsport.org or call Nancy Eischeid at the Williamsport/Lycoming Chamber of Commerce at 570-326-1971.

Upcoming PM Exchanges...

Lakeview Apartments

Thursday, September 13, 2018

5:00 pm – 7:00 pm

948 Main Street, South Williamsport

Lakeview Apartments will be featuring tours of the apartment community, as well as offering refreshments at their PM Exchange.



**Lakeview
Apartments**

Farrington Place

Thursday, October 11, 2018

5:00 pm – 7:00 pm

416 West Third Street, Williamsport

Come celebrate their 5th anniversary! Taste their amazing food, enjoy cocktails, a photo booth, music, entertainment and more! See their new party & shuttle service buses and find out why they were awarded Best in Business! They have all your needs in one place, Farrington Place! Celebrating 5 years in business!

Farrington Place

Riverview Bank

Thursday, September 27, 2018

5:00 pm – 7:00 pm

1542 East Third Street, Williamsport

Riverview Bank will introduce the bank to the local business community and will be celebrating the one-year anniversary of their Grand Opening.



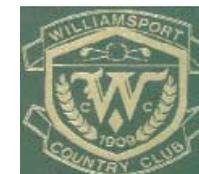
Williamsport Country Club

Thursday, October 25, 2018

5:00 pm – 7:00 pm

800 Country Club Drive, Williamsport

Join us at the Williamsport Country Club for a fun-filled evening of socializing and networking. Renowned Executive Chef Matthew Wood will have his culinary masterpieces on display for sampling while you enjoy a complimentary beverage and a tour of the newly renovated Clubhouse. WCC is host to the area's largest events from golf outings and seminars to corporate fundraisers and wedding receptions. Come see what many refer to as Williamsport's best kept secret.



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 Exchanges

River Valley Health & Dental Center Hosts PM Exchange



Thank you to River Valley Health & Dental Center for a very educational PM Exchange. Attendees were given tours of the Center and were amazed at all the services they provide. Jim Yoxthaimer (center), President & CEO of the River Valley Health & Dental Center, and his staff accept a Certificate of Appreciation from Deb Rozyckie, Membership Development & Retention Committee.

Interested in joining the Chamber?

For more information, call the office at

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

Upcoming

Ribbon Cuttings & Open Houses

Backhouse Cafe' Coffee & Tea

901 West Fourth Street, Williamsport

Wednesday, September 5, 2018

Please join us at the corner of West 4th & Maynard Street to celebrate the grand opening and ribbon cutting ceremony.

Open House from 3:00 pm to 6:00 pm

Ribbon Cutting @ 4:00 pm

Susquehanna Oral & Facial Surgery & Dental Implant Center

1701 Four Mile Drive, Williamsport

Wednesday, September 5, 2018

Please join us for the grand opening and ribbon cutting ceremony of Prestige Medical Esthetics. RSVP to (570) 974-4957

Open House from 5:00 pm to 8:00 pm

Ribbon Cutting @ 5:00 pm

River Valley Regional YMCA - Eastern Lycoming Branch

50 Fitness Drive, Muncy

Saturday, September 8, 2018

Please join us to celebrate the building's Rededication for the YMCA's 10th Anniversary!

Festivities begin at 10:00 am

Ribbon Cutting @ 10:15 am

Ribbon Cuttings & Open Houses

The Covation Center Grand Opening & Ribbon Cutting



Congratulations to Stephan Brady, Stephanie Desaulniers and the staff at The Covation Center on the Grand Opening of their new location at 217 West 4th Street, Williamsport. In attendance was Jason Fink, Executive Vice President of the Williamsport/Lycoming Chamber of Commerce; and Robert Montgomery of Alta Resources, LLC. The Covation Center offers co-working spaces, guidance, assistance, and training for small businesses and start-ups with an emphasis on underserved populations.

Natural Waterscapes Grand Opening & Ribbon Cutting



Congratulations to Jonathan Klotz and staff at Natural Waterscapes on the Grand Opening of their new location at 960 Route 15 Hwy, South Williamsport. In attendance was Jeffery Wheeland, State Representative; and Jason Fink, Executive Vice President of the Williamsport/Lycoming Chamber of Commerce; Natural Waterscapes is the premier pond expert and supplier for large pond and lake management products in the United States with over 25 years of management, design, & construction experience.

LEGACY MEMBER

A successful history of financial consulting

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

Baker Tilly provides independent consulting and accounting services for numerous clients.

Originating in 1931, the nationally recognized firm operates a local office in Williamsport.

“We still have that small feel, but we have resources company wide,” Deb Bowes, a partner in the local firm, said.

Bowes and Andy Nichols, another partner in the firm along with John Compton, bring experience and knowledge to help them steer clients through the often complex accounting, tax and financial questions.

“We do a lot of auditing. We cover a wide variety of industry types,” Nichols said.

Bowes, who specializes in health care, can count clients not only in Pennsylvania, but West Virginia and New York too.

“We are working with different clients all the time,” she said.

Needless to say, it’s a busy firm with 25 employees working out of its Watertower Square office, many of whom launched their careers with the company and have remained there.

The staff includes homegrown people who graduate from local colleges.

Joe O’Neill is a



Employees of the independent and accounting consulting firm Baker Tilly. The firm is nationally recognized and locally operates in Williamsport. The local locations is known for its dedicated and long-term employees. The firm employs 25 and many have started their careers with the company and remain.

PHOTO PROVIDED

Lycoming College graduate who has been with the firm for 14 years.

“I work primarily in banking and the public sector,” he said.

He noted how his work connects him with local people and businesses.

Bowes said plenty of employees have worked their way up at the company.

“It’s rewarding to see people you take under your wing and see them flourish,” she said. “We

find people and they grow into different niches.”

Right now, she feels the local firm has a solid group of senior managers.

Bowes said the fun part of her work is meeting different clients and helping them solve their problems.

“The downside is keeping up with the regulations, accounting standards and meeting deadlines,” Nichols said. “April 15 is a busy time,

but it’s not our only deadline.”

Company wide, Baker Tilly is comprised of a staff of more than 2,700 members, including 302 partners and 1,037 certified public accountants.

It is one of the top 15 largest accounting and advisory firms in the U.S. with offices in 13 states.

Jim Wehr, who specializes in tax work, works with clients across the country.

Plan Your Party with us!

- Company Parties
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- Themed Birthday Parties
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Grand Slam Parade & Breakfast

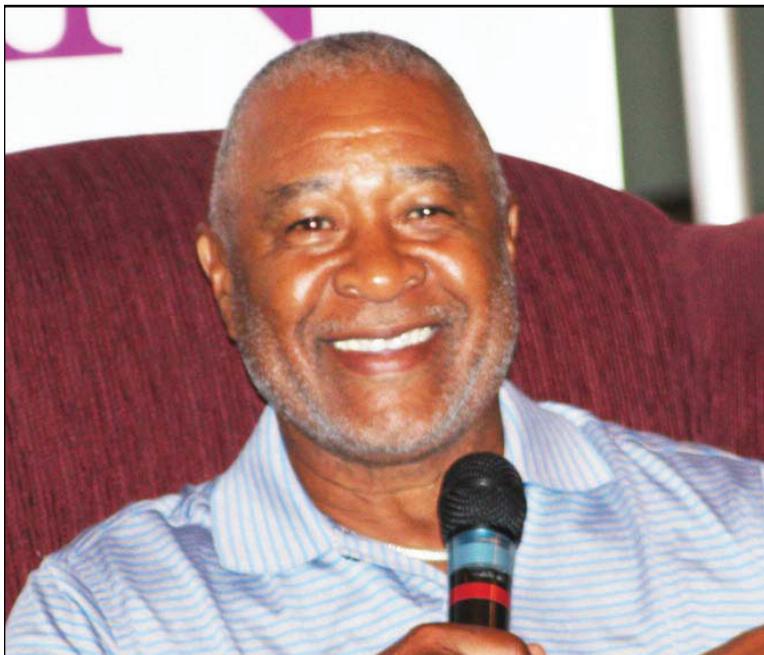
Breakfast features St. Louis Cardinals Shortstop - Ozzie Smith



Anyone who attended the Grand Slam Breakfast was treated to a great conversation and stories by Ozzie Smith. Gabe Sinicropi, Williamsport Crosscutters, moderated and asked questions about his love of baseball and some of his favorite times. Ozzie's messages were geared toward the young baseball players of today.

Ozzie Smith's congenial personality, consummate professionalism and trademark backflip made the "Wizard of Oz" a fan favorite. Ozzie was inducted into the Hall of Fame in 2002.

A special thank you to UPMC Health Plan and the Williamsport Crosscutters for sponsoring Ozzie Smith and the Grand Slam Breakfast.



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STAY UP TO DATE WITH THE LATEST CHAMBER NEWS

FEATURE MEMBER

Lang's Chocolates always unique, always quality

By CARA MORNINGSTAR
cmorningstar@sungazette.com

Lang's Chocolates, of 350 Pine St., has been established since 2006.

"A lot of what we have to offer is either by the piece, in the case and you can create a box or its by the pound," said William Lang, owner. "We've got different chocolate covered nuts, almonds, raisins, peanuts, cashews, chocolate covered coffee beans, all sorts of different truffles, graham crackers, chocolate covered oreos, turtles ... all sorts of things. We really cover the gambit of a lot of different candies."

The dark chocolate has 73 percent cocoa in it.

"We're not mass producing anything," Lang said. "So, you've got that unique, quality product there."

If coming out for the first time, he said the peanut butter flowers, the chocolate covered oreos, the turtles or the dinosaurs are popular choices.

Lang really enjoyed the craft and efforts of making his own chocolates and thought he would give it a go as a business.

"People really enjoyed the products I was making," he said. "My history was more into computers and things like that, and I wanted a change in life."

With a craving for new skills and new experiences, Lang said he thought launching his own business would be a good way to gain much of both.

"You actually have a tangible product at the end of the day with this, whereas with computers and stuff like that, a lot of times you're just replacing technology of the time," he said. "I like having the tangible products (at the end.)"

Lang, who was born and raised in Williamsport, said he loves the area, an added perk for serving the downtown area.

"Small town America is always nice. Everybody knows everybody here," he said. "It's a nice community. You don't get lost in the shuffle of the big city."

It's hard for him to pick a favorite of his own things to make.

"The truffles have always been fantastic. Sea salt caramels are something people love, and of course, the oreos," he said.

Working with his hands to make chocolates and candies is just something he enjoys getting to do.

"The caramel pretzels are always nice. We take caramel, wrap it around the pretzel rod and then dip it in chocolate," he said. "We have either milk or dark chocolate."

(See LANGS, Page D-9)



Above, William Lang, owner of Lang's Chocolates, at 350 Pine St., is behind the display counter of his shop most days. At left, the case filled with various types of chocolates, all handmade and all uniquely designed. Customers can pick them up as individual pieces, or buy them in bulk. After casually making chocolate and realizing people enjoyed his products, Lang decided to make a go of starting his own business. He has since established the store as a staple of downtown.

CARA MORNINGSTAR
Sun-Gazette

FEATURE MEMBER

Lang's Chocolates always unique, always quality



CARA MORNINGSTAR/Sun-Gazette

Peanut butter flowers, at top, sea salt caramel chocolates, above, are some of his best sellers at the store and with orders. He also suggests them as a good introduction to the rest of his products for first time customers.

IN THEIR OWN WORDS

"I can also see what other people are doing out there, experiment with different flavor combinations or just see what people are doing in the marketplace."

William Lang

(From Page A-1)

He tries to make items customers will enjoy, and when it comes to making new recipes, he likes to have customer input.

"Customer requests are often a factor in that," he said. "I can also see what other people are doing out there, experiment with different flavor combinations or just see what people are doing in the marketplace."

He said he has been looking into sugar alternatives as well.

"So I've been going down that rabbit hole of trying to find different things that are healthier for you," he said.

They ship nationwide and also internationally for those who are unable to visit in person or wish to send a gift.

"The furthest away we've ever shipped is Australia," he said. "And we sell on Amazon, Walmart and our own website." For more information, visit www.langschocolates.com or call 570-323-6320.



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

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The Membership Development & Retention Committee invites you to host a

2019 PM EXCHANGE SHOWCASE

Looking for a new way to showcase your business?
Then consider being the host of a Chamber PM Exchange!

The Chamber's Membership Development & Retention Committee encourages you to submit your company as a host for a 2019 PM Exchange.

Features about your business you should consider highlighting:

- Anniversary of when you opened
- New renovations to your facility
- New equipment you would like to display

No need to worry about the details, yet. If your business is selected as a 2019 PM Exchange Host, please know that the Chamber staff will be there to assist you in planning your event.

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.



2018 Montoursville Chamber of Commerce End of Summer Picnic on the Patio

Tuesday, September 18th, 2018

5pm to 7pm

Appetizer Buffet ~ Cash Bar

334 Broad Street, Montoursville



Come out for a relaxing evening with fellow Montoursville Chamber members on the Patio!

Thank you to our sponsors!



Kindly RSVP by Friday, September 14th

\$15 per person

Call the Chamber at 570-326-1971 or register online at www.williamsport.org

(Note: No refunds can be issued unless cancellation is made 24 hours prior to the event.)



Leadership Lycoming Harvest Jamboree



Friday, October 5, 2018 • 5:30pm - 8:30pm

Herman & Luther's • 787 Route 87, Montoursville

A fun, fall event for Leadership alum, friends and family, not to be missed!

Join Leadership Lycoming for another Fall Harvest Jamboree at Herman & Luther's! Come with your Leadership class, friends or bring your family for a great fall evening get-together. Enjoy fun activities and great food!

- Kids Activities
- Hayrides, Candy Corn Count, Face Painting
- 50/50 Raffles
- And More!

Event Sponsor



Hayride Sponsor



Leadership Lycoming Harvest Jamboree
Friday, October 5, 2018

Adults \$35/pp — 12 and under \$15/pp — 5 and under FREE

Sponsorships Available: Event Sponsor (\$1,000) — Beverage Sponsor (\$250) — Hayride Sponsor (\$250)
Kids Corner Sponsor (\$125) — Patron (\$75)

For more information on the sponsorships or to register, watch for your flyer in the mail, call the Chamber at 570-326-1971, or register online at www.williamsport.org.

Follow Leadership Lycoming on Facebook!



Leadership Lycoming Harvest Jamboree



Sponsorships Available

Friday, October 5, 2018 • 5:30pm - 8:30pm

Herman & Luther's Barn • 787 Rte. 87, Montoursville

A fun, fall event for Leadership alum, friends and family, not to be missed!

Join Leadership Lycoming for another Fall Harvest Jamboree at Herman & Luther's! Come with your Leadership class, friends or bring your family for a great fall evening get-together. Enjoy fun activities and great food! See below for available sponsorships!

- Kids Activities
- Hayrides, Candy Corn Count, Face Painting
- 50/50 Raffles
- And More!

Event Sponsor



Hayride Sponsor



A program of the Williamsport/Lycoming Chamber of Commerce, Leadership Lycoming is a training program designed to understand the needs of the communities it serves; then educate and motivate potential leaders to commit themselves to address those needs through a variety of leadership roles.





Chamber Member Discount

Working to meet the needs of our members



Radio Advertising

- ◆ One – 30 second spot per day for 30 days
- ◆ This advertisement may be repeated up to 3 months
- ◆ It will be broadcast on Fox Sports Radio programming between 6:00 am and 7:00 pm.

Programming during those hours includes:

Outkick The Coverage with Clay Travis 6:00 a.m. – 9:00 a.m.
 The D.A. Show with Damon Amendola 9:00 a.m. – 12:00 p.m.
 The Herd with Colin Cowherd 12:00 p.m. – 3:00 p.m.
 The Doug Gottlieb Show 3:00 p.m. – 6:00 p.m.
 Locker Room Show with Mark Mussina & Chris Masse 5:00 p.m. – 6:00 p.m. (Tuesdays)
 News Talk 104.1/1600 WEJS
 The Hugh Hewitt Show 6:00 a.m. – 9:00 a.m.
 The Mike Gallagher Show 9:00 a.m. – 12:00 p.m.
 The Rich Eisen Show 12:00 p.m. – 3:00 p.m.
 The Dave Ramsey Show (Monday – Thursday) 3:00 p.m. – 5:00 p.m.
 The Fitz & Alivia Show (Friday Only) 3:00 p.m. – 5:00 p.m.
 The Ben Shapiro Show 5:00 p.m. – 6:00 p.m.
 The Mark Levin Show 6:00 p.m. – 10:00 p.m.
 The Jim Bohannon Show 10:00 p.m. – 1:00 a.m.
 Red Eye Radio 1:00 a.m. – 6:00 a.m.

Exclusive Chamber Member Price = \$210 per month

This is a one-time offer for businesses that have not advertised with Fox Sports Williamsport.

For more information please contact:

Fox Sports Williamsport
 460 Market Street, Suite 310
 Williamsport, PA 17701
 (570) 327-1300

www.foxsportswilliamsport.com

Williamsport/Lycoming Chamber of Commerce - 102 West Fourth Street - Williamsport, PA 17701
(570) 326-1971 - www.williamsport.org

Williamsport Welcomes the World with Music and Family Fun



THANK YOU TO ALL OF THOSE WHO JOINED US FOR THE 9TH ANNUAL WILLIAMSPORT WELCOMES THE WORLD. WE APPRECIATE THE VOLUNTEERS, CITY PERSONNEL AND SPONSORS WHO HELPED MAKE THIS A SPECIAL NIGHT IN DOWNTOWN WILLIAMSPORT. WITHOUT ALL OF THOSE INVOLVED THE ORGANIZERS CANNOT PULL OFF THIS WONDERFUL COMMUNITY EVENT. WE'LL SEE YOU IN 2019!

VLADIMIR GUERRERO

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KIDS ZONE SPONSORED BY



MUSIC SPONSORED BY



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UPMC Susquehanna

Official Media Partner

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This event was brought to you through the partnership of the City of Williamsport and Williamsport/Lycoming Chamber of Commerce

For more information, visit at www.VacationPA.com or call 1-800-358-9900

WILLIAMSPORT
LYCOMING COUNTY, PA

Stay up to date on Lycoming County events through our Facebook page.



Moore Power Sales: Helping other businesses thrive

By CARA
MORNINGSTAR
cmorningstar@
sungazette.com

Moore Power Sales, 3900 Industrial Park Drive, Altoona, offers great ways to help boost sales in businesses.

“Basically, the purpose of the company is to help regional businesses thrive anywhere in the world but enjoy the quality of life here,” said John Moore, owner. “That’s the business purpose. The way we do that is we’re a sales development company.”

He said they research the way other companies work in order to find out how to meet their goals.

“We analyze companies for their sales process, sales management and sales people,” he said.

Many come to Moore Power Sales because they’re unsure how to improve their own companies.

“They’re frustrated because they know there’s more business out there, but they’re not getting it,” he said. “They spend a lot of time and money trying to work on marketing and hiring the wrong people. We try to go into the prescription that’s very specific to them to help them be more competitive, more profitable.”

He said these prescriptions can be very personalized.

“We give them a non-traditional, integrity based approach to growing their sales. We believe that it’s full disclosure. There’s no games, no tricks,” he said. “We don’t take away people’s professionalism by turning them into something they’re not. We want to be 180 degrees different than a traditional sales person would look or act like.”

He said his typical clients are people who are already established.

“It would be businesses or individuals that are doing well. They’re not failing. They know or they’re committed to building their businesses, gaining market share and staying ahead of the competition,” he said.

They serve all types of businesses and clients.

“The industry doesn’t matter. It could be anything from manufacturing professional firms, engineering or accounting,” he said. “There’s no vertical ... There’s no industry or vertical market that we can’t serve as long as the people are committed to growing it.”

They are willing to work with clients anywhere in the world.

“We go international. I’ve been to China. I’ve been to Bangkok. We certainly focus on the I-99 corridor, but we have clients around the coun-



PHOTO PROVIDED

Moore Power Sales, at 3900 Industrial Park Drive, in Altoona, helps regionals businesses thrive through assisting with developing sales.

try,” he said.

Clients seek them out for a fresh approach in how to improve their businesses.

“We can offer them a systematic approach to sales, to qualify and disqualify opportunities quickly and avoid wasting too much time with people who are never going to buy,” he said. “We help them hire more effective sales people that

can execute their vision.”

As far as customer service, Moore Power Sales treats clients with class and professionalism. They are willing to go above and beyond for their clients.

“I would describe it as one of our customers said, we are all in it when they work with us,” he said. “We don’t charge by the hour. We define what needs to be done and just

focus on getting it done.”

He said it’s important for clients to know what they’d like out of their business.

“They have to have a strong desire and commitment to do what it takes to grow their organ-

ization,” he said. “Everyone is different. We don’t use a cookie cutter approach, we start with a blank piece of paper and find out where it is they want to go, what is keeping them from getting there and if we can help them.”

He said these improvements can also take time to work.

“We aren’t a one day fix. We work with customers from six months to six years, depending on where they want to go and their dedication,” he said.

“We bring world class solutions and organizations to Central Pennsylvania,” he said. “We do that both in person, and we do the live streaming of our training and coaching. We have people that attend our training every week, some are right here and others are live streaming.”

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NEW MEMBER

Creative Benefits expands into region

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

Creative Benefits is an employee benefits brokerage and consulting firm based in Newtown Square with clients in 42 states. Most recently, the firm has expanded its long reach into Lycoming and Clinton counties.

“We wanted to develop a presence there because there are a lot of businesses,” benefits consultant Rob Ritinski said.

The firm specializes in employee benefits — medical, dental, vision, group life and group disability.

Its team of trained professionals consults with companies about benefits plans, helping put together ones that can best help them.

“We are a 35-year-old family-owned company with a staff of about 60 professionals,” Ritinski said. “We are actually one of the largest independent brokerage firms out there.”

There exist, he noted, few independent firms such as Creative Benefits.

“The big nationals are buying up everybody,” he said.

The service platform of Creative Benefits is reaching out to employees.

“We answer any questions they have,” he said.

The firm works with companies ranging from two to 7,000 employees with the vast majority of its business done on a referral basis.

Overall, Creative Benefits has about 550 clients.

It’s a challenging business, given how employee benefits have changed over the past 15 years and that many workers pay out of pocket for medical, dental and other needs.

“For most companies, it’s the number two line item,” he said.

Creative Benefits provides a personal touch to clients, meeting with them face-to-face whenever possible.

After all, benefits can pose a con-



PHOTO PROVIDED

Carolyn McLaughlin-Smith, senior benefits consultant with Creative Benefits. The 35-year-old family-owned brokerage and consulting firm specializes in employee benefits. The firm hires about 60 people and is one of the largest independent brokerage firms available.

fusing array of options for many people.

Last year, the firm built a new satellite office in Kingston after outgrowing a former location in Forty Fort.

By entering the Lycoming/Clinton market, Creative Benefits offers another

option for area residents weighing benefits plans.

“We fully understand there is a real need. There is a lot of industry and a lot of businesses,” he said. “We are small enough that we don’t cram anyone into a pre-designed box, but large

enough to meet their needs.”

Creative Benefits professionals have an understanding of the burden many face in coming up with the right benefits plan.

“We have been at it a long time,” Ritinski said.

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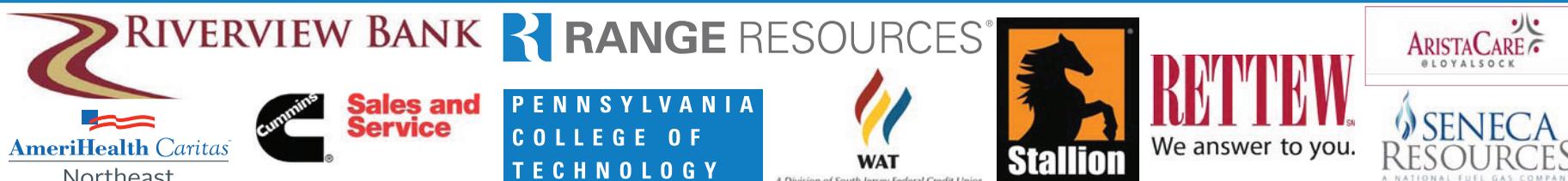
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Montoursville Street Banner Order Form



EARLY BIRD SPECIAL

\$25 DISCOUNT EXTENDED

(discount period has been extended through September 30, 2018)

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

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

You have the opportunity to purchase a banner at a discount price. The cost includes the option of displaying your company name AND/OR logo.

Logos can be displayed at no additional cost.

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

The banner design will be available very soon.



Contact Name _____ Phone Number _____

Company _____

Address _____ Email address: _____

Number of Banners _____ Design: Logo Only _____ Company Name Only _____ Both _____
(if using logo, Photoshop or Adobe Illustrator format must be submitted)

Total Payment: Members/Non-Profit @ \$225 each _____ Non-Members @ \$250 each _____

Discount Total: Members/Non-Profit @ \$200 each _____ Non-Members @ \$225 each _____

Payment: Credit Card _____ Check Enclosed _____ Invoice _____

MC _____ Visa _____ Discover _____ AmEx _____ CC Number _____

Exp. Date _____ CVV _____ Authorized Signature _____

Email address for receipt _____

Return to Williamsport/Lycoming Chamber of Commerce, 102 West Fourth Street, Williamsport, PA 17701 or Fax to 570-321-1209

*Please send logos to: sjones@williamsport.org

Member Renewals

Received between August 1st and August 29th

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

Members 20+ Years

Wegmans Food Markets, Inc.

Members 6-10 Years

Chef Hosch and Ann Catering Inc.
G & M Bandsaw, Inc.
Grace Buffet & Grill
Motion Industries, Inc.
Range Resources
Select Security

Members 1-5 Years

Blue Lion Car Wash
Bush House Estate
Commercial Land Development, LLC
Dolly's Diner
Dolly's Diner/Griggs Coffee & Peanuts
Drier & Dieter Law Offices
Homewatch CareGivers of Williamsport
Medico Industries, Inc.
National Range & Armory
Pier 87 Bar & Grill
R&B Insurance Services, LLC
Red Wing Shoes
SJ Holdings
Susquehanna Greenway Partnership
The Salvation Army

Fall Foliage Train Excursions & The Great Pumpkin Express ON THE LYCOMING VALLEY RAILROAD

OCTOBER 26TH, 27TH AND 28TH 2018

Join the Williamsport/Lycoming Chamber of Commerce for the Fall Foliage Train Excursions and The Great Pumpkin Express!

FRI, OCT
26

THE GREAT PUMPKIN EXPRESS

Departure Times:
6 pm
8 pm
\$10 per ticket

SAT, OCT **SUN, OCT**
27 **28**

FALL FOLIAGE TRAIN EXCURSIONS

Departure Times:
12 pm (to Muncy)
3:00 pm (to Jersey Shore)
\$15 per ticket

Children 2 and under are free as a lap child for both excursions.

The train will depart and return to the Maynard Street Burger King (exit 28 on I-180). Parking is available at Burger King free of charge. Please plan on arriving approximately 10-15 minutes prior to your excursion departure.

Each excursion can hold 350 passengers. The train will be pulled by a diesel engine with 7 cars and 1 caboose.

**A limited number of tickets will also be made available the day of the excursions.*

The Fall Foliage and Great Pumpkin Express Excursions are brought to you by the Williamsport/Lycoming Chamber of Commerce in partnership with SEDA-COG Joint Rail Authority, Lycoming Valley Railroad and Penn Valley Railroad.

The Great Pumpkin Express

Travel to the airport in Montoursville and back on an hour excursion.

Fall Foliage Train Excursions

Travel to Muncy and back or Jersey Shore and back on a 1½-2 hour excursion.

Tickets can be purchased by visiting:

LYCOMING COUNTY VISITORS CENTER

102 W. Fourth St. Williamsport, PA

Or call:

570.327.7700

800.358.9900

Tickets are non-refundable.




Each paid ticket holder will receive the THIRD in the series of NEW collector's trading pins for the Great Pumpkin Express set. Prior years pins will be available for purchase on the days of the excursions.

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