

CHAMBER CONNECTION

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

EuroOptic celebrates new Montoursville home

Rise & Shine Nutrition: Making people better

Emerson Project enters second year

Pumpkin Express tickets now available



**EUREKA RESOURCES:
Bringing clean water since 2008**



The Chamber View

Vincent J. Matteo, President/CEO



“The one constant through all the years, Ray, has been baseball. America has rolled by like an army of steamrollers. It has been erased like a blackboard, rebuilt and erased again. But baseball has marked the time. This field, this game: it’s a part of our past, Ray. It reminds us of all that once was good and it could be again.” - *Field of Dreams*

And the one constant in Williamsport for nearly three quarters of a century has been baseball as well – specifically Little League Baseball. I am a baseball nut – I readily admit it. Always have been and always will be. From wearing number 9 in honor of Roger Maris when I played Little League until this day – I love baseball and as far as I’m concerned, the ten days of the Little League World Series and the surrounding events are as close to Heaven on Earth as it gets. Well, another ten days in paradise is over. What a blast the Little League World Series and all the surrounding activities were. And, except for a few thunderstorms, the weather cooperated as well.

I was particularly proud of my staff and our volunteers’ efforts in putting on the 13th Annual Grand Slam Parade, the Grand Slam Breakfast the following morning and the Williamsport Welcomes the

World Festival we join with the City of Williamsport and Mayor Campana in sponsoring. My staff and volunteers also spent countless hours and answered countless questions at our Visitors Information Center at the Chamber on Fourth Street as well as in the information booth up at the World Series.

And, how about the inaugural MLB Little League Classic – what a great time the Little League players and players from throughout Williamsport had watching the Pirates play the Cardinals at Historic Bowman Field. It was certainly a night when Williamsport shined and kudos to ESPN who really played up our area not only the night of the game but also during the World Series itself. It was a great two weeks and we showed our community off in a way few areas of our size get the chance to do or are even capable of doing.

A second very important event took place in Williamsport and Lycoming County while the Little League World Series was being played in South Williamsport. While it got some good coverage on the front page of the Williamsport Sun-Gazette, some of you may have missed the article with your attention tuned to Lamade Stadium. Beginning Friday morning and running all weekend, the Chamber hosted eight site selectors from throughout the United States to give them a better under-

standing of what Williamsport and Lycoming County have to offer businesses thinking of expanding into Pennsylvania. Joining us as partners in this effort was the Secretary of the Department of Community and Economic Development for Pennsylvania, Dennis Davin, as well as the Executive Director of the Governor’s Action Team, Brent Vernon, Jill Collier, our region’s GAT representative and Carrie Lepore, Deputy Secretary for Marketing, Tourism and film for DCED and several others.

For those who are not aware; site selectors are professionals who are hired as consultants by business and industry to scout out potential sites for new facilities. What they report can certainly make or break a location as far as a particular business locating in a region goes. So, it is important they have as much information as possible and by bringing them here to see firsthand all we have to offer, is a big deal. We took them to see the Muncy Industrial Park, the Marcellus Energy Park, Timber End Park, Turkey Run Park, as well as the County owned property – Timber Run and some buildings around our county. In addition, they were given a tour of some key areas at the Pennsylvania College of Technology, UPMC Susquehanna, and the east end of Williamsport around Lycoming College. On these tours they got a chance to meet with students, admin-

istration from both colleges, health care administrators and city officials. I have said many times that Penn College and Lycoming College are two of our greatest assets when it comes to attracting companies because of the highly skilled technical workforce they turn out - once again they proved my point. I can tell you the site selectors were very impressed. We also shared as much as possible of the wonderful quality of life we enjoy in Lycoming County including some games at the Little League World Series. Suffice it to say they were excited to attend. I want to thank DCED and our sponsors - especially the Lycoming Economic Development Foundation for assisting in funding this important

event and all the sponsors including Lycoming College, Pennsylvania College of Technology, Williams, UGI, PPL, Blaise Alexander Family Dealerships, SEDACOG Railroads, Larson Design Group, The Liberty Group, Brady Township, and UPMC Susquehanna. Without their support this important economic development initiative would not have been possible. And, I cannot overstate how proud I am of the Chamber staff throughout all aspects of these past two weeks. As usual, they came up big and I hope they know I always appreciate their dedication and commitment to this community and our organization. Now, it’s back to the “real world”. And, that’s the Chamber View.

**The Staff of the
Williamsport/Lycoming
Chamber of Commerce
would like to wish you
and your family a safe and
happy Labor Day!**

**Williamsport/Lycoming Chamber of Commerce Staff
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Emerson Project to enter second year – New Applicants Sought!

The Economic & Community Growth Corporation of Lycoming County (ECGC) is proud to announce they are accepting applications for the second 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.

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 Dr. Vince Matteo at the Chamber (570-326-1971).

The Economic & Community Growth Corporation of Lycoming County was created by the Williamsport/Lycoming Chamber 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,


ECONOMIC & COMMUNITY GROWTH CORPORATION



THE EMERSON PROJECT

The Emerson Project is an executive-level mentoring program over a nine-month period beginning January 2018. 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 9, 2018;
- Attend all 9 *Lunch and Learns* the 2nd Tuesday (11:30am - 1pm) of each month beginning in February 2018;
- 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 2018.

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 16, 2017. Class size will be limited to maintain program quality.

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

Signature

Date


ECONOMIC & COMMUNITY GROWTH CORPORATION

September, 2017

Dear Applicant:

The Economic and Community Growth Corporation, a 501c3 affiliate of the Williamsport/Lycoming Chamber of Commerce, is proud to present the second 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 2018 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

2018 Mentors:

- Mike Gaetano
- Davie Jane Gilmour
- Phil Johnson
- Steve Johnson
- Keith Kuzio

- Vince Matteo
- Frank Pellegrino
- Tammy Weber
- Jennifer Wilson



102 West Fourth Street • Williamsport, PA 17701 | Phone: 570-326-1971 | Fax: 570-321-1209

Ribbon Cutting & Open House



11 West Fourth Street ~ Williamsport, PA

Come Celebrate With Us!

Friday, September 8th

Ribbon Cutting Ceremony @ Noon

Open House —11am—1pm

Rise & Shine Nutrition is a community club where anyone can come for good health & nutrition! We offer healthy meals, energizing tea, free wellness evaluations, nutrition coaching, Weight Loss Challenges, FREE Fit Camps, and much more!

Samples & light refreshments will be served.
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Williamsport/Lycoming Chamber of Commerce—(570) 326-1971

Welcome New Chamber Members!

Community Blood Bank of Northwest PA & Western NY

Lora Cope
2646 Peach Street
Erie, PA 16508
814-456-4206
www.fourhearts.org

Non-Profit Organization

Delta Development Group, Inc.

Darren Asper
2000 Technology Parkway
Mechanicsburg, PA 17050
717-441-9030
www.deltaone.com

Consultants

Jersey Mike's Subs

Matt Patterson
201 Basin Street, Unit 12
Williamsport, PA 17701
570-980-9312
www.jerseymikes.com

Restaurants/Cafes/Taverns

Johnson Controls, Inc.

Adam Yoder
195 Limekiln Road
New Cumberland, PA 17070
570-220-8557
www.jci.com

Contractors - Mechanical

National Range & Armory

Justin Moores
531 Washington Boulevard
Williamsport, PA 17701
570-601-4101
www.nationalrangeandarmory.com

Firearms Sales/Training

The Salvation Army

Major Donald Spencer
457 Market Street
Williamsport, PA 17701
570-326-9187
www.salvationarmywilliam

Non-Profit Organization

Chamber Members, Join Us...

PHOENIX Rehabilitation & Health Services

PM Exchange

Thursday, September 7, 2017

5:00-7:00pm

816 Westminster Drive, Williamsport



Join PHOENIX in celebrating ten years serving the Williamsport and surrounding communities! Take this opportunity to tour their state-of-the-art facility while enjoying appetizers and cocktails.

Genetti Hotel & Suites SureStay

Signature Collection PM Exchange

Thursday, September 14, 2017

5:00-7:00pm

200 West Fourth Street, Williamsport



New Name. Same Great Stay. The Genetti Hotel is introducing itself as the SureStay Hotel Group's Inaugural Signature Collection Hotel. Surestay is a hotel family that's committed to providing superior service and the right amenities at an exceptional travel value. The SureStay white label is just one more building block to our great story. Come immerse yourself in history as you walk the same halls of the actors, athletes and political dignitaries that line them. Enjoy an evening of food and drinks in an award winning hotel and know that while here, we consider you family and will always welcome you home.

Penn College Workforce Development & Continuing Education PM Exchange

Thursday, September 21, 2017

5:00-7:00pm

1127 West Fourth Street, Williamsport

Pennsylvania College of Technology

ENNSTATE



Workforce Development & Continuing Education (WDCE) is celebrating 10 years at our current location. Tour our updated facilities while interacting with the latest technologies and programs that help companies assess training needs and close skills gaps.

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

Chamber Member Discount

Working to meet the needs of our members

ALLONESM
HEALTH

Employee Assistance Program

Chamber Members now have the opportunity to provide an Employee Assistance Program benefit to their employees through an *exclusive* partnership with AllOne Health and the Williamsport/Lycoming Chamber of Commerce. Employee Assistance Programs offer short-term services including counseling, legal/financial consultations and work/life services.

To learn more about the benefit, or to enroll your employees, please contact the **AllOne Health Sales Team** at:

(877) 720-7770

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

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

Ribbon Cuttings/Open Houses/PM Exchanges

Henry Street Partnership Holds PM Exchange



Thank you Henry Street Partnership for hosting a PM Exchange to showcase their South Avis facility and the opportunity to meet and mingle with the Clinton County Economic Partnership members. Presenting a Certificate of Appreciation is Sandy Spencer, Membership Development & Retention Committee Chair to (l to r); Lee Roberts, Jay Alexander and Jim Maguire. Thank you for a great evening!

Ed's Market Celebrates New Owners



Congratulations to Nisha & Mike Patel, Peachie & Tom O'Connor and the staff at Ed's Market for cutting the ribbon at their 1200 Franklin Street location.

CareerLink Cuts the Ribbon on The Link



Cutting the ribbon on the new CareerLink mobile office, The Link is (L to R): Andrew Onufrak II- Montgomery Mayor; Charley Hall, Office of Rep. Garth Everett; Larry Stout, Clinton Township Supervisor; Jerene Milliken, CareerLink; Kelly Johnson, CareerLink; John Paul, CPWDC; and Joseph Lloyd, Panda Power Operations.

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

LEGACY MEMBER

Robert M. Sides means music to community

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

The very name, Robert M. Sides, conjures up thoughts of music.

And why not?

The business has served the area music community for generations.

Peter Sides and his sister, Alysha Sides Greevy, are owners of the music center at 201 Mulberry St., Williamsport.

The city store is the headquarters for all the Robert M. Sides stores located throughout the region.

Peter said music simply runs in his family.

His grandfather, Robert M. Sides was an accountant and a musician who learned piano turning.

After moving to the area, he opened up the first Robert M. Sides Music Center at 45 Washington Blvd.

Robert's son, Pete Sides and his wife, Carol, eventually took over the business and moved it to its present site in 1986.

Later, stores were opened in Wilkes Barre, Throop, State College, Shamokin Dam, and Horseheads, N.Y.

A visitor to the Robert M. Sides store will certainly notice the many different musical instruments on display and for sale, including the impressive number of Steinway and other types of pianos.

But Peter noted there is much more to what the business does than sales.

There's the repair of instruments, which Peter estimates at about 11,000 per year.

"We probably do 1,000 piano tunings a year," he added.

Luke, Chris and Bob Dincher, who represent two generations of that family, have long been offering piano care services.

Robert M. Sides also provides teaching and training for aspiring musicians.

"We do music lessons for professionals at lunch," Alysha said.

That particular program, she added, has become very popular of late.

And of course, reaching out to local school systems, which are rich in musical programs and talent, keeps the business busy.

"When times are tough, parents still invest in kids' music programs," Alysha said.

The set-up and design of sounds systems at local



MIKE REUTHER/Sun-Gazette

Peter Sides and his sister, Alysha Sides, are the owners of Robert M. Sides Music Center. They two

venues, including the Little League World Series complex, are yet another part of the business.

Robert M. Sides employs about 100 people, most of whom work out of the Williamsport store, many of them trained and/or educated as musicians.

That's a plus for customers who benefit from the passion the employees have for music.

Being part of the Williamsport business scene has been a great fit for the company, according to Peter and Alysha.

Peter noted the renaissance of the downtown of recent years with restaurants and hotels opening.

"Downtown is good for us," he said. "There are a lot more places to eat. It used to be everyone fled downtown after 6 o'clock."

It's certainly not the forbidden, crime-ridden place after dark that some people believe it to be, Alysha noted.

Peter and Alysha noted that the business has experienced growth in recent years, with openings of more Robert M. Sides stores.

It is now the 65th largest music company in the U.S.

"Size is not what really matters," Peter said. "But it is the result of hard work and loyal customers. Hopefully, we've done enough right to provide value to them. The fact we are still relevant after all these years speaks highly of our staff."

Alysha said the future will mean focusing on "taking care of our customers."

This year, marks the 80th anniversary of the company, and in November, a Williamsport/Lycoming Chamber of Commerce PM Exchange will be held at the store.

"We are looking forward to that," Peter said.

More Ribbon Cuttings/Open Houses/PM Exchanges

Family Promise Cuts the Ribbon to Promise House



Congratulations to Family Promise of Lycoming County on the opening of Promise House to serve homeless families with children. Cutting the ribbon is First Row: Betty Gilmour, First Community Foundation Partnership; Family Promise Board Members, Kim Wheeler, Esther Horner, Dan Allison, Mary Ann Vance, Christine Rupert, and Kathy Gudgel, Melissa Magargle, Family Promise Exec. Director; Jenny Hull, Molly Burton, Corey Burton Jr. Second Row: Family Promise Board members, Ryan Cioffi, and Rob Capolla, Nancy Eischeid, Williamsport/Lycoming Chamber of Commerce.

Avu Goldsmiths Cuts the Ribbon on One Year Anniversary



Congratulations to Avu Goldsmiths for celebrating their one year anniversary at 246 East Church Street in Williamsport. Cutting the ribbon is (l to r); Vince Matteo, Williamsport/Lycoming Chamber of Commerce; Sue Parks; Grace Koslap; Michelle Koslap; Jennifer Parks, Owner; and Brenda Holdren, Lock Haven University Small Business Development Center.

Jersey Mike's Subs Opens New Store



Congratulations to Jersey Mike's Subs for cutting the ribbon on the new store opening at 201 Basin Street in Williamsport. Cutting the ribbon is (l to r); Natassha Caum; Ron Frick, United Way; Pat Tighe, Corporate Trainer; Matt Patterson, Owner; Vince Matteo, President/CEO Williamsport/Lycoming Chamber of Commerce; and Cody Shaffer, Store Manager.

Downtown Poppy Opens New Store in Downtown Williamsport



Contratulations to Downtown Poppy for cutting the ribbon on their new store in downtown Williamsport at 6 West Fourth Street. Cutting the ribbon are owners Jule Hanford and Suzette Mason.

Follow us on Facebook!



Williamsport/Lycoming Chamber of Commerce

FEATURE MEMBER

Eureka Resources: Bringing clean water since 2008

By CARA MORNINGSTAR
cmorningstar@sungazette.com

Eureka Resources, oil and gas wastewater management, has been servicing the area's needs for cleaner water since 2008.

With three different facility locations, 419 Second St., Williamsport; 208 Catawissa Ave., Williamsport; and 34640 Route 6, Wysox; the business has been going strong to provide water treatments from oil and gas industry use.

"We treat reduced and flowback water for the gas industry ... we are the only company in Pennsylvania that can put the water after we treat it back into the water," said Tim Butters, co-founder, vice-president of sales and director of business development.

Butters started the business with two other founders.

"Myself, Daniel J. Ertel (CEO) and his brother, Bill Ertel, (director of construction) founded the company in 2008. We started with one (facility) right down on 419 Second St.," Butters said. "We expanded in



CARA MORNINGSTAR/Sun-Gazette

Many different samples of water are dated and checked at the Eureka Resources facility, which has many processes to treat water in order for it to go be able to be back into the environment at its Williamsport location on Second Street.

2011 or 2012; we built the facility on Reach Road. In 2013 or 2014, we built the facility in Wysox."

He said that the company cleans water.

"We take all the impurities out of the water," he said. "We make viable byproducts from the impurities."

More than finding ways to use the impurities in the water, the company makes the water safe for the environment again.

"Our water is treated to secondary drinking standard," Butters said. "It's basically cleaner than the water when it goes back into the river."

One of the byproducts they are able to use from the impurities is sodium chloride.

"We take sodium chloride, and we can sell that as salt water for swimming pool salt," Butters said. "We reclaim methanol. We extract the methanol out, and we can resell that to different industries."

They are able to find uses for some of the impuri-

(See EUREKA, Page 9),

 Anthony H. Visco, Jr. Architects
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Eureka Resources: Bringing clean water since 2008

(From Page 8)

ties that the oil and gas industry puts into the water,



CARA MORNINGSTAR/Sun-Gazette

Pictured is the outside look of the Eureka Resources water treatment facility at its Williamsport location on Second Street.

extract the impurities out and then return the water back into its natural environment once its been fully treated.

“We repurpose a lot of stuff, basically. We reuse all the byproducts that is in this flowback water that is generated from the oil and gas industry,” Butters said. “It’s putting the water back into the hydrologic cycle. The industry takes millions and millions of water out of the water basin. We’re the only one putting it back in the watercycle. It’s good for the environment. I don’t think anybody else does what we do.”

Butters said that having a way to return the water to the natural watercycle is not only good for the environment but also essential to the oil and gas industry.

In the current set up, many in the industry store water themselves and reuse it only for the industry’s purposes, but Butters said that can’t go on forever.

“At some point, the industry will get to a point where they can’t reuse their water,” he said. “A lot of them try to reuse the water and frack with it, but there will come a time where they can’t ... As long as the well produces gas, it also produces water. They get to a point where they can’t reuse the water.”

He said the difference is their business returns the water to the natural watercycle.

“We are the only ones who can ultimately dispose their water,” he said. “They can bring it to us, we clean it up.”

He said it’s good for everyone in the area.

“I think it’s very important for the people that live

in Pennsylvania to know that there are companies out there that think of the environment and are doing it right, and that’s what Eureka is all about,” he said.

For more information about Eureka Resources, visit www.eureka-resources.com or call the headquarters at 570-651-9973.



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of making music in Williamsport.





Washington Boulevard in 1965



In 1986, Robert M. Sides Family Music Centers moved to our current location at 201 Mulberry Street

Everything Musical...





Robert M. Sides

Family Music Centers

570-326-2094
 201 Mulberry St
 Williamsport, PA

Breakfast features Major League First Baseman Famer Eddie Murray

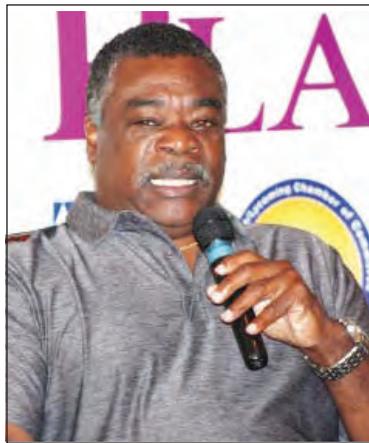
Fans of the Baltimore Oriole's, and baseball in general, gathered for breakfast and had the privilege to hear stories from First Baseman Eddie Murray. Gabe Sinicropi, Williamsport Crosscutters, moderated the event and asked questions to Eddie Murray about his baseball career.

No one has ever played more major league games at first base since Lou Gehrig with 2,130, with Murray chalking up 2,413. In his 21 big league seasons, Murray averaged 24 home runs and 91 RBI's. He was the third player in history, after Hank Aaron and Willie Mays, to record 3,000 hits and 500 home runs.

Eddie Murray was inducted into the Hall of Fame in 2003.

After breakfast, Murray stayed around and signed autographs.

A special thank you to The Liberty Group for sponsoring Eddie Murray and UPMC Susquehanna and the Williamsport Crosscutters for sponsoring the Grand Slam Breakfast.



Hall of Famer Baltimore Oriole's First Baseman Eddie Murray addresses attendees at the Grand Slam Breakfast.

Jersey Shore Area and Montoursville Chambers host summer picnics

Over 50 Chamber members attended the Annual Jersey Shore Area Chamber of Commerce Summer Picnic at Dunkled Acres. Many thanks to Rep. Garth Everett, Jersey Shore State Bank, The Muncy Bank & Trust Co. and Woodlands Bank for sponsoring the event.

The Montoursville Chamber of Commerce held their Summer Picnic at Pier 87 this year. Over 60 members enjoyed a beautiful summer evening with their fellow

Chamber members. Many thanks to Pier 87, Nevills Flowers, Woodlands Bank, Rep. Garth Everett and Jersey Shore State Bank for helping make the evening a success.



September Chamber Business Spotlight



There are over 900 member businesses in the Williamsport/Lycoming Chamber of Commerce. In September we are featuring members in **Advertising, Printing, Media & Website Design**. We encourage you to choose these Chamber members in our community for your advertising and printing needs.

Look for member Restaurants, Caterers and Grocery Stores in October & November.

Advertising Agencies

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(570) 329-4340
www.comcastspotlight.com

Gregory Welteroth Advertising **
(570) 433-3366
www.gwa-inc.com

Impact Advertising & Video **
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www.impact-ad.com

Ironcutter Creative **
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www.dphcustompins.com

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(570) 326-1744
www.kbfpromo.com

Keystone Advertising Specialties **
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www.keystonead.com

Promotional Specialists
(570) 322-1877

Teamwork Graphics, Inc. **
(570) 368-2360
www.teamworkgraphics.com

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Chiropractic Care

by David G. Wascher, DC, PC
Wascher's Chiropractic Center

Keep Smiling

When you smile, it not only lightens your own burden, but also reflects a bit of cheer to others and it doesn't cost a cent.

Of course, it may seem hard to smile when sorrows and disappointments weigh you down. Yet the burdens you bear are often those which are self-imposed, because you keep them locked within by closing every avenue of escape.

Smile a bit. Relax the muscles of your face; relieve the tension on your mind. Set free the radiance that a smile will give you and you will find that your own cares will be dissipated to a large degree.

Perhaps the thing that is the greatest barrier to success is a state of ill health, but here again ill health is often exaggerated by the state of the emotions.

There are times, of course, when the cause of your mental and physical distress is too deep to be eradicated by a smile. Sometimes a vertebra gets out of its normal position so the life forces cannot pass freely over the nerves. This causes disturbed function that may range all the way from indigestion to heart trouble, or even to insanity. Various symptoms may be present such as headaches, sleepiness, and depression.

At such times it is hard to smile and a bit of encouragement is needed.

Chiropractic is a science of health that locates and adjusts the spinal cause of disease. Chiropractors set free the life forces within so they may easily normalize the tissues and restore function. When this is done, health and a smile soon return. So be good to yourself, see your chiropractor for your adjustment and remember, good health is the best kind of health insurance.

The views expressed in this article may not necessarily be those of the Williamsport/Lycoming Chamber of Commerce.

Member Renewals

Received between July 29th and August 25th

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

Member 21 Years

Wegmans Food Markets, Inc.

Members 1-10 Years

1 Year

Bush House Estate
Commercial Land Development, LLC
Edward Jones Investments, Jonathan Saylor
EuroOptic LTD
First Choice Systems & Solutions Inc.
Gold Leaf Frame Shoppe
LHB Ventures
Merle Norman Cosmetics & Day Spa
SJ Holdings
Triumph Leadership Group

2 Years

Alabaster Coffee Roaster & Tea Co.
Cozy Cabin Adventures
Dohl General Construction, LLC
Homewatch CareGivers of Williamsport
Medico Industries, Inc.

3 Years

Dunkled Acres
Pier 87 Bar & Grill

4 Years

Fischer Insurance Agency
Water Tower Square, LLC

5 Years

Manko, Gold, Katcher & Fox, LLP

6 Years

Alexander Building Construction Co.
Inflection Energy, LLC
Range Resources

7 Years

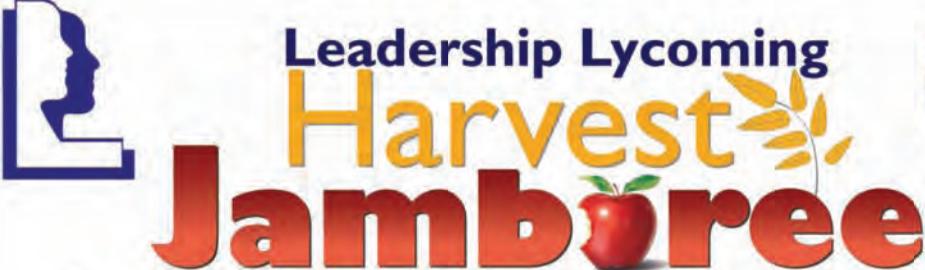
Acme Barbecue & Catering
Barrel 135

8 Years

Jefferson Square Properties, Inc.
Ridgmont Motel
Select Security
Treasure Castle Playland, LLC

9 Years

The Eye Center of Central PA



**Leadership Lycoming
Harvest
Jamboree**

Sunday, October 29, 2017 • 2:00pm - 5:00pm
Herman & Luther's • 787 Route 87, Montoursville

A fun, family fall event not to be missed!

Join Leadership Lycoming for another Fall Harvest Jamboree at Herman & Luther's! Bring your family for a great fall Sunday afternoon get-together. Enjoy fun activities and great food!

- Hayrides
- Kids Corner Activities
- 50/50 Raffles
- Popcorn, Costume Parade
- Candy Corn Count
- Paper games, Coloring
- And More!

Event Sponsors



Leadership Lycoming Harvest Jamboree
Sunday, October 29, 2017

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.

Interested in joining the Chamber?

For more information, call the office at

570-326-1971

or apply online at

www.williamsport.org

EuroOptic celebrates new Montoursville home

By CARA MORNINGSTAR
cmorningstar@sungazette.com

EuroOptic, a rifle scope, premium optics, rifles and more store, celebrated its new storefront location that opened in August at 635 N. Loyalsock Ave., Montoursville.

The business started in 2007 in the home of owner Alexander Roy II, of Montoursville.

"It was primarily selling scopes on e-Bay," said Jeffrey Brooks, CFO. "He was importing high end, European scopes. He noticed there was a market there, and they sold quick. One thing lead to another, and he bought more, sold more ... It was kind of a hobby that turned into a really good business."

Brooks said that the business grew since then until eventually finding its new storefront location at 685 N. Loyalsock Ave.

Though the business originally started as primarily online, it grew to be a business storefront as well.

The new move gave them an even bigger expansion.

"We were out of space for both inventory and personnel," Brooks said. "It's more marketable, and it looks nicer."

The store also lets people come inside to see the products.

"Our core focus is



CARA MORNINGSTAR/Sun-Gazette

In photo above, Jason Baney, sales representative, left, and Clay Hawkins, sales representative, right, check out the merchandise at EuroOptic, 635 N. Loyalsock Ave., Montoursville. At right is the sign welcoming customers out front at EuroOptic, 635 N. Loyalsock Ave., Montoursville.

around precision shooting, outdoorsmanship and hunting," said Jonah Gregory, CEO. "This started because of Alex's passion for the outdoors, and it all lead up to that. Our pride is that when you talk to one of our reps, you're talking to someone who is an outdoorsman, who does the stuff that everyone loves. You're talking to a hunter, you're talking to a long range shooter, you're talking to an outdoorsman."

Gregory said that having that first hand

knowledge makes all the difference with the customer base.

"We practice what we preach. We sell the stuff that we use. Not only are our staff the same people who share the same passion for the outdoorsmanship, but we also review different product lines almost on a daily basis," he said. "We know what we like, and we carry the stuff that we believe in."

Brooks said that they will turn product lines down if they do not

believe it meets their quality standards.

"What we sell here is hard to find, especially locally anywhere else," Brooks said. "There's not a lot of stores or sites that do what we do, that sell what we sell with all these different brands from around the world at one place."

He said that quality is important to their customers.

"That's what we built our reputation on," Brooks said. "Having the best service and the best products that you can buy."

Gregory said that they will search anywhere for the best product to provide it to their cus-

tomers, including importing from different countries in Europe.

"We're not looking just to fill product or market niches, we're looking to fill niches in what we need," he said. "It's what we believe in for the task at hand."

Brooks said one of the reasons he believes the store is successful is because they care about their reputation.

"The reviews of us online are overwhelmingly positive, and I think a big reason for that is because when they call our sales representatives, they talk to somebody that knows everything about the product," he said.

He said because the sales representatives are knowledgeable and actually use the products themselves, they can help customers know exactly what to expect when purchasing each item.

"We're actually selling them something that they're not only going to be spending a lot of money for – it's a huge investment for a lot of people – but it's something that they could conceivably have for the rest of their life. They may never need to buy another one," Brooks said. "It's a big purchase, and we take it very seriously."

For more information, visit www.eurooptic.com or call 570-368-3920.



NEW MEMBER

Rise & Shine Nutrition: Making people better

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

To say that Lindsey Paulhamus had personal reasons for starting Rise & Shine Nutrition, a Williamsport health and fitness club she owns and operates with her husband, Nathan, is perhaps an accurate statement.

Not long ago, she was overweight and not feeling real good about it.

She began using Herbalife products and working with a wellness coach who kept her, as she put it, “accountable.”

Over time, she lost some 60 pounds.

“I started because I needed a change in my health habits,” she recalled.

Out in the world, including in the local community, are many people just like her, who are looking for a change, to live healthier.

Since opening Rise & Shine Nutrition in April, she’s met many people who’ve come through her doors.

Rise & Shine conducts workshops, free wellness evaluations, and coaching and offers health meals, energizing tea, and weight loss challenges.

And, of course, there are the Herbalife products at the site.

“It’s going really well,” she said. “I think a lot of people walk in skeptically, but are pleasantly surprised by what they find.”

People such as Kim Stafford, a UPMC emergency room nurse, embrace what Paulhamus has to offer at Rise & Shine.

For many years, she tried without success to shed pounds.

“This has been the best thing for me so far,” Stafford said, who lost 63 pounds.

She said the community of people she’s met at Rise & Shine are a key to helping her reach her goals.

She got started with a three-day trial period using the products.

“I was very skeptical about the whole situation,” she said.

But she’s happy with the results and with now helping other people.

Heather Greene became a wellness coach with Rise & Shine, having lost 53 pounds using the products.

“I started on a three-day trial pack,” she said. “Lindsey keeps me on track.”

Paulhamus is dedicated to what she does.

The mother of four children felt so strongly about the whole business concept that she quit her job this year as a teacher in the Jersey Shore Area School District.

However, she is quick to note that she still teaches, but now as a wellness coach.

She is among a number of coaches who are part of the Rise & Shine family who now reach out to people, giving them guidance and help.

Paulhamus said anyone can come to her downtown site at 11 W. Fourth St., and sample the products or simply get to know the people.

“You don’t have to be a member,” she said.



MIKE REUTHER/Sun-Gazette



Lindsey Paulhamus and Nathan Paulhamus operate Rise & Shine Nutrition, 11 W. Fourth St., Williamsport. Rise & Shine helps people meet their health and wellness goals. It opened in April.

The comfortable setting includes a lounge and bar area where people can enjoy hot or cold tea.

Paulhamus said she always wanted to have a site downtown where she worked a number of years ago.

“I’m definitely excited about doing this,” she said.

She said Rise & Shine offers a family oriented and supportive atmosphere and she makes it a point to try and get to know everyone who comes there.

“Most of our clients are probably people 30 or over who work downtown,” she said. “We do have our regulars.”

Her husband added, “Every day, it seems like there are new people.”

Fall Foliage Train Excursions & The Great Pumpkin Express

On The Lycoming Valley Railroad

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Each paid ticket holder will receive the **SECOND** in the series of the **NEW** Collectors train pin for the Great Pumpkin Express set. Prior years pins will be available for purchase on the days of the excursions.



2017 Pin

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

The Great Pumpkin Express • Saturday, October 21st

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

Fall Foliage Train Excursions • Sunday, October 22nd

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

Train Schedule and Ticket Prices

The Great Pumpkin Express • Saturday, October 21st

Departure Times: 12:00pm, 2:00pm & 4:00pm

Tickets: \$10.00 per ticket

Fall Foliage Train Excursions • Sunday, October 22nd

Departure Times: 12:00pm (to Muncy) & 3:00pm (to Jersey Shore)

Tickets: \$15.00 per ticket

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

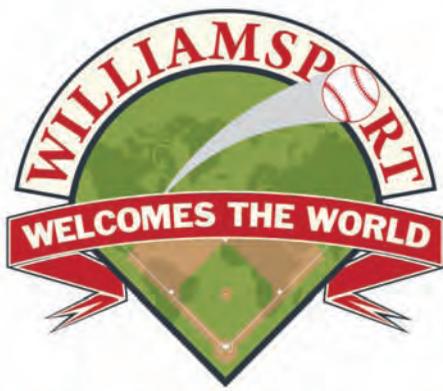
The train will depart and return to the Maynard Street Burger King (exit 28 on I-180). Parking is available at Burger King free of charge. Please plan on arriving approximately 10-15 minutes prior to your excursion departure.

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.





Thank You Everyone!

The Lycoming County Visitors Bureau and City of Williamsport thanks all that came out to join us for the 8th annual Williamsport Welcomes the World on August 25. It was a great crowd that came out for the evening of fun and excitement. A big Thank You also to all of the great event volunteers!

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The Lycoming County Visitors Bureau appreciates the help of the organizations and businesses that came forward to help us with the 13th Annual Grand Slam Parade. We would like to recognize the following for their assistance:



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Thank you to all who had an entry or came out to watch this year's Grand Slam Parade. We look forward to seeing you again next year in helping to welcome the world to our community.