Fairway Laboratories serves local area

Welcome New Members

Business program excites local students

FRANCO'S takes family, food to next level

A COOPERATIVE EFFORT OF THE WILLIAMSPORT/LYCOMING CHAMBER OF COMMERCE AND THE WILLIAMSPORT SUN-GAZETTE
What if...
.... you were told that you could sell some of your company to your employees for fair market value and enjoy the fruits of your hard work now?

What if the employees paid nothing for their shares, but now had real retirement funds?

And what if the company became more productive and was exempt from Federal and State tax on profits?

Crazy? No...It’s called an ESOP.

An ESOP is an “Employee Stock Ownership Plan”. In 1996, the federal government created a program that allows owners of businesses to sell some or all of their companies to their employees.

The employees pay nothing...rather, the business takes on a note (a “mortgage”) that gets paid over a number of years.

The owner gets paid fair market value, and now the employees have real ownership, and real retirement savings. Not surprisingly, Employee Owned companies are much more productive than non-employee owned firms.

And here’s the best part...An ESOP company’s profits are tax free – forever.

And very few people know about this.

We are the nonprofit Pennsylvania Center for Employee Ownership. We are CEO’s and former CEO’s, Industry Experts, Foundations and major US Universities interested in helping you. We don’t sell anything or charge for helping. We want to support communities, while improving the economy and the lives of citizens of our Commonwealth. This is good for all of us.

Here’s a true story from an employee of a Pennsylvania plastics manufacturing company:

Why We’re An ESOP Company
By Ann Phy

NewAge Industries manufactures plastic and rubber tubing in Southampton, Pennsylvania, just north of Philadelphia. In 2006 we became a partially employee-owned company when Ken Baker, our CEO, sold thirty percent of the S corporation to an employee stock ownership plan (ESOP).

Baker sold another ten percent to the ESOP in 2013 and in June 2016, transferred an additional nine percent, bringing the ESOP’s total ownership to forty-nine percent. Why? Because having employees become invested in the company instills the pride of ownership, puts a succession plan in place and discourages buyers that may target NewAge for acquisition.

A company-wide meeting is held annually and individual ESOP account statements are distributed to all employee owners. Although we know the company is very successful, we’ve still been pleasantly surprised to see the amount of money growing and waiting for us at retirement. Since its inception, the value of our ESOP has increased nearly sevenfold, growth that’s hard to beat with any other type of investment.

Our ESOP puts more decision-making, customer satisfaction goals and future success into our hands. Financial and recognition-based incentives encourage everyone to think of the customer first and to look for ways to improve processes, products and ourselves.

NewAge Industries has expanded carefully in recent years and continues to do so. We are currently renovating space for new production and storage areas and have job openings in several departments.

The media shares news of companies across all industries being bought and sold on a regular basis. ESOPs can help dispel employees’ fears of competitive buyouts, plant closures and job losses. It’s a viable option that involves employees on many levels as it improves morale, and most importantly, benefits customers, owners, employees and the future success of the company.

NewAge® is a registered trademark of NewAge® Industries, Inc.

If you would like to learn more, please feel free to contact Kevin McPhillips, Executive Director, at kevin@paceo.org, or visit us at www.paceo.org. We would love to hear from you. We’re helping to change lives in Pennsylvania...one company at a time.

“The opinions expressed in this article may not be those of the Williamsport/Lycoming Chamber of Commerce, its Board or staff.”

Follow us on Facebook!

Williamsport/Lycoming Chamber of Commerce
Welcome New Chamber Members!

Boom City Brewing Company
Bill Fredo
317 Pine Street
Williamsport, PA 17701
272-202-2956
Restaurants/Cafes/Taverns

Kiwanis Club of Williamsport
Russ M. Lentz
PO Box 382
Williamsport, PA 17703
www.williamsport-pa-kiwanisone.org
Associations/Organizations/Clubs

Paladin Financial Services, Inc.
Jamie L. Snyder
460 Market Street
Suite 170
Williamsport, PA 17701
570-213-5699
www.paladinfinancialservices.com
Investments/Financial & Estate Planning

T. K. Witch & Co. Catering
Amber Amato De Guerrero
308 Harrison Avenue
Lewisburg, PA 17837
570-259-5179
www.thatkitchenwitch.com
Caterers

TLC Fitness
Steven Kurtz
420 West Second Avenue
South Williamsport, PA 17702
570-225-6222
www.tlc.trainerize.com
Fitness Instruction/Nutrition

Chamber Member Discount
Working to meet the needs of our members

backyard broadcasting
Radio Advertising
WILQ-FM 105.1  WZXR-FM 99.3/WCXR-FM 103.7
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Makes this offer to new Chamber members:
Purchase advertising on any Backyard Broadcasting radio station and they will match your ads on the same station at no charge up to one month.

This is a one-time offer.
Offer good for new Chamber members only.

For more information please contact:
Backyard Broadcasting
1685 Four Mile Drive
Williamsport, PA 17701
(570) 323-8209
www.wzxr.com

Chamber Members, Join Us...

Greater Lycoming Habitat for Humanity ReStore PM Exchange
Tuesday, February 21, 2017
5:00-7:00pm
335 Rose Street, Williamsport

Please join the Habitat for Humanity staff and Board of Directors for an evening of light faire, beverages, and conversation while checking out what Greater Lycoming Habitat for Humanity and the ReStore have to offer our community. We will be holding a raffle of a handmade piece of furniture that evening too. Enjoy the delicious food of Chef Hosch & Ann Catering.

Michael Ross Event Center at TTC II PM Exchange
Thursday, March 9, 2017
5:00-7:00pm
144 West Third Street, Williamsport

The Trade & Transit Centre II facility includes the Michael Ross Event Center, a state of the art conference center, ballroom and meeting spaces. The new building is also home of the Susquehanna Terrace overlooking the new Mid-Town Landing, Williamsport Sports Walk, community art and many other streetscape projects.

Visit the new Trade & Transit Centre II building, a gem of the downtown Central Business District Revitalization and Community Gateway Project.

Call the Chamber of Commerce today at (570) 326-1971 or visit www.williamsport.org to make your reservations.
January PM Exchanges
Lycoming County SPCA Hosts First PM Exchange of 2017

Congratulations to the Lycoming County SPCA for hosting the first PM Exchange in 2017. Attendees braved the weather and had a chance to talk to SPCA staff and visit with the cats and dogs. Presenting the Certificate of Appreciation is Kirk Fisher, Membership Development & Retention Committee to (l to r), JoAnn DiPasquale, Board Member; Andy Gallagher, Treasurer; Victoria Stryker, Executive Director; Chase Kelch, Board Member and Ed Metzger, Assistant Treasurer. Thank you for a great evening!

Comfort Inn Hosts PM Exchange

Thank you to the Comfort Inn for hosting a great evening for networking. Attendees were welcomed by staff and treated to tours of the hotel. Presenting the Certificate of Appreciation is Barb Wascher, Membership Development & Retention Committee to Bill English, General Manager of the Comfort Inn. Thanks for a very nice evening!

Business Program Excites Local Students

There is an award-winning summer program that for nearly four decades has been exciting the imaginations of high school students throughout Pennsylvania about the world of business and private enterprise. That program, Pennsylvania Free Enterprise Week (PFEW), will be marking its 39th storied year this July and August. PFEW was founded specifically to teach rising high school juniors and seniors about the American private enterprise system and what it means to our country. PFEW now annually holds five sessions in July and August, serving nearly 2,200 students, four on the campus of Lycoming College and a fifth on the campus of Pennsylvania College of Technology, both located in Williamsport, PA.

The focus of each session is to group the participants into management teams of junior executives who have inherited imaginary companies. These teams, under the guiding hands of volunteer “executives-on-loan” called Company Advisors, operate their firms for a computer simulated three-year period of time. They work with balance sheets, statements of income, market share surveys, etc., and must react to a variety of external factors as well. Sound familiar?

The Chamber is proud to support PFEW and encourages our local companies and civic organizations to provide sponsorship for our students and, if possible, volunteers for the sessions. Every student attends PFEW on a fully tax-deductible $575 scholarship (the actual value of the scholarship is about $1,500) which is provided by a local firm. Each student wears the name of their sponsor throughout the week and writes them after graduation to report on what they have learned. PFEW is also an approved organization through the PA Educational Improvement Tax Credit (EITC) program.

If you would like to learn more about this award-winning program and how you can help, please call the Chamber directly or contact Scott Lee, Vice President of Marketing & Development for the Foundation for Free Enterprise Education at (814) 833-9576 ext. 101 or e-mail at scott@pfew.org. PFEW is open to all current sophomores and juniors in Pennsylvania and information on attendance, as well as program applications, can also be found on the website. Questions can be directed to Amber Goss, Schools Assistant for PFEW, by calling her office at (814) 833-9576 ext. 103 or emailing her at amber@pfew.org.

Here a 2016 student company takes a much needed break from preparing their advertising and stockholders presentations.
Sanders Mortuary is a family business operating in the Newberry section of Williamsport.

Owned and operated by Bill Kieser, the business provides all aspects of funeral planning, traditional burial services and cremations.

Sanders also handles purchases of monuments and headstones.

The business, located at 821 Diamond St., was started in 1938 by Roy Sanders and his wife, Ruth.

Its first location was at 846 Diamond Square before moving to its present site in 1946.

In 1970, Roy and his son, Larry formed a partnership in the business which continued until Roy’s death in 1973.

Larry, a graduate of Lycoming College and the Pittsburgh Institute of Mortuary Science in 1966, and his wife Nancy, a graduate of the University of Pittsburgh and the Cincinnati College of Mortuary Science, owned the funeral home for 35 years.

They gave up day to day operations in 2009, although they are still part of the funeral home staff.

The funeral home serves about 200 families per year.

“We’ve always been in Newberry, but we serve all of the surrounding area,” said Kieser.

Over the years, the funeral home has experienced expansions and physical changes.

Most recently, the funeral home has undergone renovations, including painting, new flooring, light fixtures and other upgrades to lend it a more accommodating and pleasing look.

“We are modern, clean and tasteful,” said Kieser.

The business includes five full-time funeral directors, four administrative assistants and other employees.

The staff is all local people.

The Sanders staff makes every effort to serve families grieving over deceased loved ones.

Families are encouraged to celebrate their lives with personal touches.

“We are really big on personalization,” Kieser said.

The funeral home can put together Tribute Blankets which include photos of the deceased.

Sanders Mortuary offers tribute videos for viewing or visitation. The videos are a series of photos provided to the funeral home by family members of a deceased individual and accompanied by favorite songs. Creating the DVDs can provide keepsakes for families in remembering loved ones.

Video tributes have become an ever-increasing popular feature.

The Sanders website has been revamped and the business has a greater presence on Facebook.

The funeral home reaches out to the greater community.

An example is its participation in such programs as Cell Phones for Soldiers, a nonprofit organization that provides free communication tools to active-duty military members and veterans. More information is at cellphonesforsoldiers.com.

In recent weeks, the funeral home participated in Operation Valentine, a program whereby personalized Valentine cards could be sent to military personnel serving overseas.
**February Chamber Business Spotlight**

There are over 900 member businesses in the Williamsport/Lycoming Chamber of Commerce. This month we are featuring members in Wedding & Event Services. We encourage you to choose these Chamber members in our community.

Look for members in Engineering, Architecture and the Gas Industry in March.

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**Event Catering**

Acme Barbecue & Catering **
(570) 327-9009
www.acmebarbecue.com

Barrel 135 **
(570) 522-7111
www.barrel35.com

Boom City Brewing Company **
(717) 202-2956
www.boomcitybrewing.com

Chef Hosch & Ann Catering **
(570) 522-7543
www.chefhosch.com

The Country Store Penndale **
(570) 546-7675
www.thecountrystorepenndale.com

Farrington Place **
“Event Venue, Catering & Rentals”
(570) 567-7611
www.farringtonplace.com

The Hillside Catering **
(570) 361-8354
www.thehillsidecatering.com

Johnson’s Café **
(570) 561-6851
www.johnsonscatering.com

Le Jeune Chef Restaurant **
(570) 327-4776
https://lejeunechef.com

Mel’s Deli & Café **
(570) 565-3790
www.melsdelicatering.com

Orlando’s Restaurant **
(570) 546-8844
www.orlandosrestaurant.com

Saffron Grill & Catering **
(570) 522-5933
www.saffrongrillcatering.com

Sinor or Saint Speakeasy **
(570) 601-4041

Station House **
(570) 547-2283
www.thestationhousecatering.com

T. K. Welch & Co. Catering **
(570) 323-5139
www.thekwelchcatering.com

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**Event Venues/Banquet Rooms**

Tidiagothen Inn **
(570) 386-2441
www.tidiagotheninn.com

Tony’s Delicatessen **
(570) 322-8399
www.tonysdeli.com

Event Services & Supplies

A & M Selfes **
(570) 772-895
www.amselfes.com

Accent Lighting Productions **
(570) 777-5926
www.accentlighting.org

Alricht Studio Photography **
(570) 601-4915
www.alrichtstudio.com

Any Event Party Rentals & Sales **
(570) 322-7338
www.anyeventparty.com

C. A. Reed Party Supplies **
(570) 322-7215
www.careedpartysupplies.com

DATMAN Productions, Inc. **
(570) 322-9296
www.datmanproductions.com

Devoted to Your Day—
A Graphic Live Company **
(570) 980-1115
http://devotedtoyourday.com

It’s My Party Store, Inc. **
(570) 656-8081
www.itsmypeartystore.com

Bridal & Formal Wear

The Ambe Rosa Bridal **
(570) 568-2113
www.theamberosabridal.net

Tanya’s **
(570) 327-6199
www.tanayasinc.com

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**Sponsors**

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- Woodlands Bank
- Cumberland Valley Bank
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**Thank You Sponsors!**

The following sponsors helped to make our 9th Annual Denim & Diamonds event another success;

Glenn O. Hawbaker, Inc.
Jersey Shore State Bank
M&T Bank
Pennsylvania College of Technology
UPMC Susquehanna

Thank you to the Holiday Inn for hosting a wonderful evening. Thank you to Daddy-O and the Sax Maniax for keeping the crowd dancing all night long.

And thank you to everyone who attended! We hope to see you again next year!

Denim & Diamonds

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**Montoursville Chamber of Commerce**

**Winter Social**

RSVP by Friday, February 10th

**Wednesday February 15th**
From 5pm to 7pm
Herman & Luther’s
787 Route 87 Highway, Montoursville, PA

Sponsors by:

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**Jersey Shore Area Chamber of Commerce**

**Winter Mixer**

RSVP by February 10th, 2017

Thursday, February 23, 2017
From 5pm to 7pm
Tiadaghton Inn
1120 Allegheny Street, Jersey Shore

Sponsored by:

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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.)
Franco’s Lounge, 12 W. Fourth St., has been a downtown staple since it opened 1984 serving breakfast and lunch items then expanding to dinners. With friendly employees on staff, they are ready to make each customer feel happy and welcome. Shown: left, Fred Daniele, owner; center, Barbi Johnson, server; right, Maria Daniele, owner.

The Williamsport Regional Airport will be getting a new terminal built so the family must decide the fate of Cloud 9.

“The transition there with the new terminal, it’s up in the air what we do with Cloud 9,” Fred Daniele said.

Over the years the family has discussed renovating and expanding Franco’s but they feel their customers enjoy the restaurant the way it is.

“People seem to like the small, cozy ambiance of the place,” he said.

Customers come from many different places to taste the family’s cuisine. The siblings said a lot of their success is because of the quality of their employees.

“We are fortunate to always have good, friendly employees,” Maria Daniele said.
They have taught their staff about hospitality, to take care of each customer as if they are family.

“We want to make people happy, serve good food and let people forget what’s bothering them for a bit,” Fred Daniele said. “We are here for the people when they need us.”

The brother and sister duo come into the restaurant each day, they said. They get their hands dirty and go through the grind along with the rest of the staff.

To keep the place successful and at a high quality, they put all of their heart and stomachs into main-

The bar at Franco’s has different beers, wines and mixed drinks to suite any adult’s palette. From lagers to ales, whites to reds and Chocolate Martinis to any sort of cocktail. Shown: Fred Daniele creating an Italian drink that has blood orange in it.

The Italian American restaurant Franco’s Lounge has a wide variety of classic dishes like homemade gnocchi and garlic bread to unique dishes like bison BLT and the fried oyster po
Leadership Lycoming learns about Education

The Leadership Lycoming Class of 2017 had the opportunity to learn about education in Lycoming County by observing a meeting of the Chamber’s Education Committee in the morning. After a nice welcome by Penn College President Davie Jane Gilmour in the Madigan Library, the class held discussions with Shannon Munro, Penn College Workforce Development, Linda Herr, Adult Literacy Programs at the J.V. Brown Library, Dr. Margrit Shoemaker, The Commonwealth Medical College, and Chip Edmonds and Patrick Marty, Lycoming College. The class also learned more about Cyber School from Dr. Reese Flurie with the Commonwealth Connections Academy. After a great lunch prepared by the culinary class at the Williamsport Area High School, the class was given tours by students. Rounding out the day was a panel discussion with local school officials, Mike Pawlik, East Lycoming School District Superintendent, Tim Bowers, Williamsport Area School District Superintendent, Rich Cummings, St. John Neumann Regional Academy Principal and Tony Wright, Montgomery School Board President.

Thank you to Annmarie and Trey Phillips for sponsoring the lunch, Penn College and Williamsport Area High School for providing meeting space and tours.

Thank you to Katie Coffey, North Central Sight Services, Jared Kowalchick, Lonza and Keith Boyles, UPMC Susquehanna as class reporters.

Leadership celebrates School Choice Week with Elementary kids

Some members of the Leadership Lycoming Class of 2017 helped celebrate School Choice Week by presenting the 2nd and 3rd graders of St. John Neumann Elementary School with yellow fleece scarves. Thanks to Max Houseknecht, Jr., Erin Blackwell, Paula Yeckley, Heather Stafford, Eric Gaetano, Katie Coffey, Jaime Kuntz, Michele Boyles, and Dana Naughton!
Thank you to our renewing members. We do appreciate your membership and involvement in the Chamber!

**Members Over 100 Years**
- Plankenhorn Stationery Co.

**Members 50 Years and Over**
- Axeman-Anderson Company
- Bastian Tire and Auto Centers
- Centre Concrete Company
- Chemcoat, Inc.
- Genetti Hotel & Suites
- Knight-Confer Funeral Home, Inc.
- Lamar Outdoor Advertising
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- Little League International
- Lundy Construction Company
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- PPL Electric Utilities
- PRIMUS Technologies Corp.
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- Robert M. Sides Family Music Centers
- Sun-Gazette Company
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- The Meadows, A Park Home Personal Care Community
- UPMC Susquehanna
- Williamsport Area School District

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- Community Theatre League
- Crouse Funeral Home
- Eagle Janitorial Supply & Service Company
- EconoLodge Williamsport
- Fairfield Manufacturing Company, Inc.
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- Forsburg Furnace & Air Conditioning Company, Inc.
- Giant Food Store
- Greater Lycoming Habitat for Humanity, Inc.
- Highmark Blue Cross Blue Shield
- Hilsher Graphics
- Hope Enterprises, Inc.
- Hoss’s Steak & Sea House
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- Innovative Manufacturers’ Center (IMC), Inc.
- Interim HealthCare
- J. C. Ehrlich Company
- J. V. Brown Library
- Jersey Shore Area Joint Water Authority
- Jersey Shore Area School District
- Jersey Shore Borough
- Kelly Services
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- Keystone Staffing Inc.
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- Labels by Pulizzi, Inc.
- Larson Design Group
- Lycoming County Commissioners
- McNerney, Page, Vanderlin & Hall
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- Promotional Specialists
- Ralph S. Alberts Co., Inc.
- Rearick-Carpenter Funeral Home, Ltd.
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- Roan Inc.
- Sanders Mortuary, LTD.
- Savoy Contract Furniture
- Seewald Laboratories Inc.
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- The Baltimore Life Insurance Company
- The Blessing Insurance Agency, Inc.
- The Hite Company
- Thomas T. Taber Museum of the Lycoming County Historical Society
- Transitional Living Centers, Inc.
- Van Campen Motors Inc.
- Williamsport Education Association
- Williamsport Municipal Water Authority - Williamsport Sanitary Authority
- Wirerope Works, Inc.
- Woolrich Company Store
- WVIA/WVYA Public TV and Radio
- Your Building Centers, Inc.

**Members 15 Years and Over**
- ACT-1 Specialties
- Advanced Pain Management and Rehab of Williamsport P.C.
- Central Pennsylvania Food Bank - Williamsport Branch
- Data Papers, Inc.
- DuBoistown Borough
- Elmcroft of Loyalsock
- Fisher Mining Company
- Franco’s Lounge, Restaurant & Music Club
- Geisinger Health Plan
- Hillside Senior Living Community
- Horizon Federal Credit Union
- Hotel Manor
- Johnson’s Cafe
- Keystone Advertising Specialties
- Keystone State Auctioneers, Inc.
- Kriger Fence Co., Inc.
- Lepley, Engelman & Yaw
- Lycoming Housing Authority
- Nittany Mountain KOA Campground
- Steve Waldman Electric Inc.
- The UPS Store #1927
- Vision Max
- Warrior Run Development Corporation
- WAT a Division of South Jersey Federal Credit Union
- Wayne Township Landfill
- William P. Carlucci, Esquire
- Williamsport Crosscutters

**Members 20 Years and Over**
- 21st Century Signs
- Any Event Party Rentals and Sales
- Backyard Broadcasting PA, LLC
- Community Arts Center
- Cruise Planners
- East Lycoming School District
- Getgen Excavating

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- Industrial Piping Systems
- Interior Construction Specialists, Inc.
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- Richard A. Beatty, DMD
- Station House
- Susquehanna Ventures, Inc.
- Timeless Interiors, Inc.
- Tory Leather
- TurnKey Construction, Inc.
- World Travel International, Inc.

**Members 5 Years and Over**
- Any Event Party Rentals and Sales
- Backyard Broadcasting PA, LLC
- Community Arts Center
- Cruise Planners
- East Lycoming School District
- Getgen Excavating

**Members 2 Years and Over**
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- Industrial Piping Systems
- Interior Construction Specialists, Inc.
- Larson, Kellett & Associates, P.C.
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- Muncy School District
- Orelli Supply, Inc.
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- Timeless Interiors, Inc.
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- Muncy School District
- Orelli Supply, Inc.
- Penn Recycling, Inc.
- Pennram Diversified Mfg. Corp.
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- Timeless Interiors, Inc.
- Tory Leather
- TurnKey Construction, Inc.
- World Travel International, Inc.

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- Interior Construction Specialists, Inc.
- Larson, Kellett & Associates, P.C.
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- Muncy School District
- Orelli Supply, Inc.
- Penn Recycling, Inc.
- Pennram Diversified Mfg. Corp.
- Richard A. Beatty, DMD
- Station House
- Susquehanna Ventures, Inc.
- Timeless Interiors, Inc.
- Tory Leather
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- World Travel International, Inc.

**Members 1 Month and Over**
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- Industrial Piping Systems
- Interior Construction Specialists, Inc.
- Larson, Kellett & Associates, P.C.
- Lycoming Career & Technology Center
- Mericle Commercial Real Estate Group, Inc.
- Muncy School District
- Orelli Supply, Inc.
- Penn Recycling, Inc.
- Pennram Diversified Mfg. Corp.
- Richard A. Beatty, DMD
- Station House
- Susquehanna Ventures, Inc.
- Timeless Interiors, Inc.
- Tory Leather
- TurnKey Construction, Inc.
- World Travel International, Inc.

continued on page 14
It’s a modest building tucked away in the shadows of the Penn Hills Plaza near the Lycoming Mall and perhaps easy to miss by motorists.

But for the past six years, it’s been doing business in Lycoming County and serving local clients and beyond.

Fairway Laboratories, 89 Kristi Road, Pennsdale provides services that include analysis of drinking water and wastewater, soil and sludge samples.

With headquarters in Altoona, Fairway employs 70 people across several locations, including six employees at the Pennsdale satellite site.

The business services companies, municipalities and individual clients, according to supervisor Brittney Dent.

“We do water testing, oil and gas testing for that industry. We do industrial testing for water and solids such as soils and landfill waste,” she said.

Dent said the lab has been busy of late.

“We’ve been expanding. I don’t know if that is due to word of mouth or what,” she said.

“The lab has been really successful. People are literally calling us.”

The local site, with its state-of-the-art technology, includes lab and field techs and analysts.

“We have skilled employe-es,” she said.

Element DataSystem by Promium, a laboratory information management system (LIMS), captures sample and analysis details, according to the company website.

This information can be reported in various paper and/or electronic formats that are informative and meet governmental and regulatory requirements.

Marketing services are done out of the Altoona office.

Dent said the oil and gas industry brought the Pennsdale site a lot of clients after it opened six years ago.

“We do a lot of municipal testing,” she added.

Many people, particularly homeowners, choose to drop off water samples at the lab for analysis.

Dent said it’s a good company in which to be employed and she enjoys working there.

Fairway originated in 1977 in a 1,700-square foot building in Altoona to fill the need for a local and affordable wet chemistry laboratory.

Analysis capabilities have since expanded to include organics, inorganics and metals.

The Pennsdale lab was the company’s second to open in 2011.

Other Fairway labs are located in Canonsburg, Byesville, Ohio, and Fairmont, W. Va.

The company is adding another Pennsylvania site in Latrobe, which will open this year, according to Dent.

The company has drinking water certification in Pennsylvania, Maryland and West Virginia and is certified under the National Environmental Accreditation Program in the drinking water, wastewater and solid categories.

Companywide, about 90 percent of Fairway staff hold advanced degrees in science.
Brothers and co-owners, Anthony and Vin Salvatore have opened the city’s newest hot spot, the Fat Cat Grille.

With a menu ranging from massive 10 oz. burgers and a mound of cheesy nachos to sweet funnel cake sticks and a lava cake that oozes chocolate from its center, the Salvatores are looking to make a name for themselves in the local restaurant industry.

After the restaurant 33 East closed, the 33 E. Third St. location was made available for the brothers to purchase and open their own restaurant. They have been working in the restaurant and bar business for many years.

“In the restaurant business, the dream you want to work for is to have your own spot,” Anthony Salvatore said.

They have been hoping to get the chance to have their own restaurant for 10 years, they said.

“We’ve been pushing for it for so long,” Vin Salvatore said. “We got the opportunity and jumped on it.”

The name came from another restaurant they saw while traveling. They used the name and made it their own thing, Anthony Salvatore said. Vin Salvatore did the design of the cat with the restaurant’s name.

With the atmosphere, food and live music, the brothers strive to welcome everyone into their establishment.

“We’re going for a feel good vibe,” he said.

They have live bands during the weekends, there is a list of shows on the Fat Cat Grille’s Facebook page. There are bands of a wide variety of genres for all ages.

The menu is a culmination of foods from across the country which was inspired by Williamsport being the home of the Little League World Series, he said.

There are items like the Southwest and Pittsburgh salads, New England clam chowder, cheese curds, poboys, gyros and crab cakes on their menu.

An alternative menu is also available called the Skinny Cat which has lower calorie options such as the turbo veggie plate, a turkey burger and a veggie hummus wrap.

The brothers wanted their menu to have fair prices with massive portions. They were tired of spending $50-60 for a dinner for two every time they went out.

“People will leave here with food, there will be no empty bellies,” Anthony Salvatore said.

For upcoming holidays like Valentine’s Day and Mardi Gras, the brothers plan on having special celebrations and packages for those days.

There will be a Valentine’s package for couples to purchase to do a night out. The package includes a night at the Hampton Inn plus a dinner deal that includes an appetizer, two entrees and two desserts.

Instead of including themselves in the annual downtown Mardi Gras activities, they will be doing their own celebration. There will be a live brass band and a special menu of cocktails and holiday foods.

There is a second floor that is being renovated which will be complete by Feb. 18.
Members 5 Years and Over

Appellation Pre-Fab, LLC.
Appreciative Strategies, LLC
Bayada Home Health Care
Broad Street Financial
C. H. Waltz Sons, Inc.
Chief Oil & Gas
Citizens & Northern Bank
Corter’s Flooring America
David DiGiallorenzo, DMD
Eagle Construction Company
ECM Realty Management, Inc.
Economy Locker Storage Co., Inc.
Edward Jones Investments
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Girio Agency, Inc.
Gordon Disposal, LLC
Habit OPCO, Inc. Watsontown
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Herbert, Rowland and Grubic, Inc.
Horsepower Harley-Davidson
Hub’s Home Oxygen & Medical Supplies, Inc.
Hutchinson Realty Development, LLC
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Jackson Hewitt Tax Service
jBH3 Architects
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Kost Tire & Auto Service
Lang’s Chocolates
LB Water
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Moore Power Sales
Morgan Stanley
OPTiMO Information Technology LLC
Padgett Business Services
PHOENIX Rehabilitation and Health Services, Inc. (Westminster Dr.)
Providence Engineering Corporation
Quandel Construction Group, Inc.
Schrader Architectural Products/Overhead Door Co. of Lycoming County
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SEDA-Council of Governments
Sordoni Construction Services, Inc.
Steinbacher, Goodall & Yurchak
STV Incorporated
SupplySource Inc.
Susquehanna Health Medical Group
Susquehanna Wire Rope & Rigging, Inc.
Tasseron Sensors, Inc.
TCMC (The Commonwealth Medical College)
The Clothier
The Hillside Catering
Townville Pharmacy & Ben Franklin Store
TURA Inc.
Ultimate Express Car Wash
Valley Forge Pension Management, Inc.
Williamsport Country Club
Williamsport Electric, Inc.
Wm L. Robinson Concrete Contractors, Inc.

Members Under 5 Years

Advanced Drainage Systems, Inc.
BTJ Investments LLC
Casales Sub Shop
Cheri’s House of Flowers
DPH Discount Pins, Inc.
Energy Transfer Partners
Erb’s West End Family Market and Catering
Family Practice Center - Cornerstone Family Health
Five Star Equipment, Inc.
Gephart Moyer Financial Advisors
Harold Eck, CPA
It’s My Party Store, Inc.
Lindsay & Hager Accountants
Lycoming County Republican Committee
MedExpress Urgent Care
Montoursville Veterinary Hospital
Penn State Extension
PHOENIX Rehabilitation and Health Services, Inc. (Montoursville)
ResCare Workforce Services
Schemery Zicolello, PC
Scissor’s Edge
Southwestern Energy
Sprinkled Sweet Bakery and Artisan Creamery
Susquehanna Oral & Facial Surgery & Dental Implant Center
Susquehanna Valley CASA - Voices for Children
Swift Kennedy & Associates, Inc.
The Graphic Hive

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.

Information and applications are available online: www.williamsport.org

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

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