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Fairway Laboratories serves local area

Welcome New Members

Business program excites local students



FRANCO'S takes family, food to next level



The Chamber View



Vincent J. Matteo, President/CEO

Well, where do I start? There has been so much happening on the business front not only in Pennsylvania but across the United States. As I write this, Governor Wolf is preparing to give his annual budget address to a joint session of the Pennsylvania Senate and House of Representatives and President Trump is preparing his State of the Union Address (as well as many more Executive Actions and Tweets I would imagine). But when all is said and done, what will it mean to you and I? That remains to be seen of course. And, what the Governor and President want, is not what they may ultimately get.

Our Legislative Committee will meet for the first time in 2017 in a couple of weeks. For the most part, the committee concerns itself with State Issues because that is what we believe we can have the greatest impact on. Having a big impact in Washington is difficult at best, but we do let our Senators and Congressman know what the business community is thinking on key issues that impact jobs. But what are business people in Pennsylvania thinking now? One source of information is the Pennsylvania Chamber's 26th Annual Economic Impact Survey released in November, 2016. The entire study is some 44 pages

so this column will be just a taste of what you will find. To read the entire survey, please go to www.pachamber.org/ and click on the "newsroom" link. The study was conducted by G. Terry Madonna Opinion Research LLC.

Fifty (50) percent of State Chamber members believe the state's business climate is "excellent" or "good" and most (74%) think it is better or the same as it was a year ago.

As far as issues faced by business, mandates and regulations, taxes, staying competitive in the marketplace and the rising costs of healthcare and lowering taxes, including tax reform led the way in concerns.

Some 43% of State Chamber members experienced an increase in sales during the past year and 54% are optimistic they will see an increase this year as well. An increase in workforce occurred at some 26% of the respondents and 13% indicated they had reduced their workforce and most (84%) believe they will either increase (24%) or remain the same (62%) this year. And only 8% plan on major investments in the new year.

As you might expect, Health Care is a major concern of many businesses. Some 61% of Chamber members saw increased health insurance premiums. Forty percent of the companies with health insurance plans shifted costs and 11% reduced benefits as a result of premium increases.

The Corporate Net Income Tax is still a concern with 41% believing it is the most detrimental factor to economic growth and the creation of new jobs. Other factors receiving notable mention as hindering economic growth and job creation were property tax (32%), personal income tax (19%) and sales tax (16%).

Some of the other issues of note concerned workforce availability and suitability. 43% of the respondents stated that the quality of the state's workforce is either excellent or good. In the area of skills, a lack of hard skills (51%) and a lack of soft skills (44%) were the most common problems facing employers when trying to hire.

In the area of environmental regulations, some 37% believe they have a negative impact and only 17% believe they have a positive impact while many say they have no impact one way or another.

So, who were the respondents? Some 350 Pennsylvania business people responded. The sample included 331 State Chamber members and 19 respondents were nonmembers. The sample error is a plus or minus 5.4%.

This is just a small taste of the survey. Much more detailed information and other questions appear in the 44-page report.

There will be many proposals and bills in Harrisburg as the year moves on. One that will receive a good deal of attention is

Senate Bill 76. This legislation proposes to eliminate the school property tax by phasing it out and replacing it with a 60% rise in the income tax (paid by individuals and small businesses) and jump the state sales tax by 17% and applying it to a wider range of goods and services.

According to reports I have read, this proposal will have a difficult road ahead. The State Chamber has already said it is opposed as have, according to the State Chamber, public school officials and education advocates. This will be a battle to follow and we will keep you posted. Our Legislative Action Committee will be taking a look at it as well and will probably make a recommendation to the full Chamber Board.

Governor Wolf will give his budget address in early

February and, while it still remains to be seen exactly what it will be, his staff has confirmed it will contain a proposal to add a severance tax to the natural gas industry. As Pennsylvania's deficit grows, it is not surprising that another tax on job producing businesses is being considered. This year, I believe a severance tax of some sort will be passed. There are too many Southeast Pennsylvania Republicans who will probably support it. Until an actual proposal is put forth, it is hard to comment on it except to say taxes on business almost certainly will result in a loss of jobs.

Yes, there will be much to keep our interest and it should get very interesting. And, that's the Chamber View!

Get Connected With Your Chamber!

www.williamsport.org

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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

Williamsport/Lycoming Chamber of Commerce 131st Annual Meeting & Awards Banquet



Wednesday, February 22, 2017

11:45AM - 1:30PM

Genetti Hotel

Registration Opens at 11:15AM

Join us as we review the accomplishments of 2016 and look ahead to developing an even better Lycoming County in 2017.

Awards to be presented

Phillips/Plankenhorn Small Business of the Year Award

2016 Recipient

Anthony H. Visco, Jr., Architects

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Large Business of the Year Award

2016 Recipient

Larson Design Group

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President's Award

2016 Recipient

Dr. Davie Jane Gilmour

Emerging Business Award

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2016 Recipient

Farrington Place

To make a reservation, call the Chamber at 570-326-1971

or register online at www.williamsport.org.

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're 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. Ann Phy is NewAge Industries' Marketing Coordinator and a 26-year employee. She has witnessed the company grow from 25 employees to 130 and from a small distributor to the multi-million dollar, respected manufacturer it is today.

Some Pennsylvania ESOP Companies you may know: Dansko Shoes, Sheetz, Wawa, Bradford-White Water Heaters, And 250 others!

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."

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Williamsport/Lycoming Chamber of Commerce

Welcome New Chamber Members!

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

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.

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

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.

LEGACY MEMBER

Sanders Mortuary is a family business

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

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 head stones.

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.



PHOTO PROVIDED

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 cellphoneforsoldiers.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.



PHOTO PROVIDED

Sanders Mortuary participated in Wreaths Across America Dec. 17 at Wildwood Cemetery, Williamsport. Each December, fallen military veterans are recognized with the wreath-laying ceremony at Arlington Cemetery and more than 1,100 additional locations in all 50 U.S. states, at sea, and abroad.

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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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

Sponsored by:



Join us for drinks and hors d'oeuvres!

RSVP by February 10th, 2017

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.)

Thank You Sponsors!

The following sponsors helped to make our
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Glenn O. Hawbaker, Inc.

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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

Jersey Shore Area Chamber of Commerce Winter Mixer



Thursday, February 23, 2017

From 5pm to 7pm

Tiadaghton Inn

1120 Allegheny Street, Jersey Shore

Sponsored By:



~ Cash Bar ~

~ Complimentary Buffet ~

RSVP by February 20th, 2017

Call the Chamber at (570) 326-1971

Or register online at www.williamsport.org



FEATURE MEMBER

Franco's takes family, food to next level

By MEGAN E. BLOOM
mbloom@sungazette.com

Franco's Lounge, 12 W. Fourth St., has been serving the Williamsport area homemade gnocchi, their locally-renowned marinara sauce, fresh garlic bread and decadent cannolis since 1984.

Fred and Maria Daniele, siblings and co-owners, keep the American Italian restaurant moving forward each day by creating topnotch food and making every person who steps through their door feel like family.

"We do a new twist on Italian but still keep it traditional," Maria Daniele said.

Over the 33 years in business, the menu has changed but some of the staples have stood the test of time such as calamari, clams and mushrooms.

The sauce and pasta are homemade, the gnocchi are made fresh each day, Fred Daniele said.

"I love making gnocchi," Maria Daniele said. "It's relaxing, it's my zen."

The family sticks close to their Italian roots but also branches out to create something different.

"We travel around and get inspired by other food for new dishes," Fred Daniele said.

During the time when Mad Cow Disease was a concern, they looked for alternatives to beef in ostrich, elk, bison and venison to expand their options and create more unique dishes, he said.

Many of the recipes are the same ones that their mother, Joanna Daniele taught them when the restaurant began. She owned Joanna's Italian Bakery.

"We would figure it all out, play around in the kitchen and develop recipes," Maria Daniele, said. "We would see what customers liked and add things to the menu that were popular."

The Daniele family had to change the public's mind about their restaurant because it had once been a local bar. Their father bought the spot and turned it into an eatery, they said.

Fred Daniele said the family started doing breakfast and lunch then eventually moved into doing dinners. They renovated the space in 1989 and made food their main focus.

Along with savory dishes, their desserts are homemade as well. There are Italian cookies, cheesecakes, tiramisu, cannolis and more.

They use their mother's recipes and a member of their family bakes them at their second establishment Cloud 9, 700 Airport Road, Montoursville.



MEGAN BLOOM/Sun-Gazette

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.

(See FRANCO'S Page 9)

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FEATURE MEMBER

Franco's takes family, food to next level

(From Page 8)

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



MEGAN BLOOM/Sun-Gazette

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



MEGAN BLOOM/Sun-Gazette

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.

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-



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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.

Thank you to our program day lunch sponsor, Annmarie and Trey Phillips!

Penn College President Davie Jane Gilmour, welcomes the Class of 2017 to the Madigan Library.



The Class of 2017 toured the Williamsport Area High School and visited students in the automotive class, one of their many stops.



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!



www.leadershiplycoming.org

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Leadership Lycoming

Member Renewals

Received between December 16th and January 27th

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

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Bastian Tire and Auto Centers
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Clyde Peeling's Reptiland
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Warrior Run Development Corporation
WAT a Division of South Jersey Federal
Credit Union
Wayne Township Landfill
William P. Carlucci, Esquire
Williamsport Crosscutters

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SMALL BUSINESS

Fairway Laboratories serves local area

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

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 employ-

ees," 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



MIKE REUTHER/Sun-Gazette

Fairway Laboratories, Pennsdale provides services that include analysis of drinking water and wastewater, soil and sludge samples. The staff includes, from left: Alyssa Sechler, Liz DeLong, Sara Metz, and Brittney Dent.

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.



NEW MEMBER

Feel good vibes on Fat Cat Grille menu

By MEGAN E. BLOOM
mbloom@sungazette.com

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



MEGAN BLOOM/Sun-Gazette

Owners, left, Vin Salvatore and right, Anthony Salvatore have made their dream of owning their own restaurant a reality. After working in the local restaurant and bar industry, they had begun creating plans to start up a place they could call their own. In late 2016 the Fat Cat Grille, 33 E. Third St., opened its doors as a restaurant, bar and live music venue.

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



MEGAN BLOOM/Sun-Gazette

The menu at Fat Cat Grille has a wide variety of options that give customers the taste of America, similar to how the Little League World Series brings the world to Williamsport. There are massive burgers, cheesy nachos and crispy funnel cake sticks for everyone to enjoy.

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.

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For more information please contact:

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