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# The Chamber View



Vincent J. Matteo, President/CEO

Governor Tom Wolf presented his third budget to the Pennsylvania General Assembly in the beginning of February and it is not surprising that it is receiving mixed reviews. But, what did not receive mixed reviews was the tone of his address. If you recall, last year his budget speech was described as combative at best and insulting to members of the General Assembly at worse. His tone this year was one of cooperation and optimism. Content is yet another issue.

The Governor is looking at projected savings of \$2 billion (now that is in "government" speak). It does not mean the budget will be \$2 billion less than last year. Instead, basically it means it could have cost \$2 billion more had he not proposed the cuts and consolidations he laid out before the legislature. And, while he projects \$2 billion in savings, and has not proposed any broad-based tax increase which he unsuccessfully tried to do in his previous two budget attempts, he has included in excess of \$1 billion in tax increases in his budget proposal. Included in this proposal is an expansion of the sales tax base, an expanded insurance premium tax, and making revisions to how corporations file their taxes and calculate deductions. And, of course, it would not be a budget proposal

by Governor Wolf if it did not include a severance tax proposal on the natural gas industry. This time he is proposing a 6.5% tax (with an impact fee carve out). I still do not understand the Governor's refusal to understand that more taxes mean less jobs. I also do not understand many who justify a severance tax (or any other tax increase) by comparing it to what other states do. I actually believe it is better if Pennsylvania taxes were lower than other states – especially those surrounding us. People ask me if I think a severance tax will pass and the answer is I honestly do not know. I think it would be tough sledding and there would have to be some real negotiations, but while the odds are against it, I would not rule it out.

Two other areas of the proposed budget that are already getting a good deal of attention and causing some controversy are his proposal to raise the minimum wage to \$12 per hour (up from \$7.25) and a proposal to levy a \$25 per capita fee on communities that rely on the Pennsylvania State Police for their routine day to day police coverage instead of having a local police force. I may write more about those topics in future columns but for now I will say that I personally oppose the raising of the minimum wage to \$12/hour – but I do not necessarily oppose raising the minimum wage. A jump to \$12/hour is bad policy and despite what you may hear

from proponents (Most of whom never had to make a payroll), it will cost jobs and cause price increases. Think about the ripple effect.

Let's say you have someone working in your store for the past five years and they are making \$12/hour. What do you think will happen if the minimum wage was raised to \$12/hour and the owner of that business had to pay a new employee the same amount a veteran of five years was making? Do you think that employee might go into the boss and ask for a raise? Wouldn't he or she deserve more than the minimum wage after five years of service? Of course they would. Anyone who wants to be honest will understand the problem this will cause. And, in addition, according to at least one study I heard about, over 80% of those making the minimum wage are not heads of households – so they are not the primary wage earner in their family. I won't comment about the motives of politicians who don't understand the problem.

As far as the issue of the state police funding, I support the Governor's proposal to levy a per capita fee on communities who rely solely on the state police for their protection. I am not sure if \$25 is the right amount, but I personally believe some fee (or tax) would be fair. This is not "double taxation" as some in these communities claim – they are receiving a greater benefit and therefore should pay a premium. Now, let

me be clear – my support of such a levy is on the condition that the money raised goes to the state police and that an equal amount that is being siphoned off the gasoline tax to help fund the state police stop being removed and be put to use for the purpose we were promised – fixing our roads. When the tax increase was first proposed, many chambers of commerce, including ours, reluctantly supported it because our roads were in such bad shape. To siphon that money off for other purposes is a betrayal of trust. It must be corrected and new, innovative ways to pay for the state police must be found and a per capita tax on those receiving more than the normal benefit seems like a fair place to start. Now, for the record, this is my personal view and not the official position of the Chamber Board of Directors. The decision to officially support or oppose the Governor's proposal (or some variation) will be theirs to make.

This past Monday, February 27, 2017, U.S. Senator Bob Casey stopped in town to hold a round table regarding economic development with invited guests from the private sector as well as government and community leaders. Held at Lycoming College, I just wanted to tell you what the main items were on the minds of those who participated in what the Senator's staff called a "listening session". While the opinions were varied, several issues kept coming up over and over. Those issues were regulation reform, tax reform, infrastructure, workforce development, energy

development and, of course, health care. Politics was not on the agenda – which, while out of place for the purpose, sure would have been fun! There was much agreement among those who discussed the various issues and some disagreement. I won't go into all that was said because it would probably take all the space in this month's newsletter. While the Senator listened intently, asked some pointed questions and had his staff take many notes, I wonder how close those in attendance and the Senator's positions matched up. Regardless of how close they aligned, what was true was everyone sitting around that table agreed on one thing – that we all want to move the economy of Lycoming County, Pennsylvania and the United States forward. And what was refreshing is that everyone listened and talked respectfully. There was no acrimony or finger pointing. It was discourse the way it should be handled in Washington; unfortunately, that is not what is taking place in our nation's capital. There is too much mistrust, deceit, blame setting and, even name calling, and not enough listening. The national discourse has become ugly and, if it is to ever return to what it should be (and once was), then elected officials need to listen more and not stay stuck on party positions. And, we, as citizens, have to stop screaming at our elected officials and stay engaged. If we do not, this country is in for a real tough time.

And that's the Chamber View.

# Welcome New Chamber Members!

## Drive Engineering Corporation

Jesse Smith  
PO Box 1701  
Williamsport, PA 17701  
570-435-1052  
www.driveengineering.com  
*Engineers - Consulting*

## Keystone Wood Products Association

Scott Seyler  
301 Chestnut Street  
Suite 102  
Harrisburg, PA 17101  
570-974-8946  
www.whypahardwoods.com  
*Non-Profit Organization*

## Jewel's Signature Cookin'

Jewel Johnson  
247 Campbell Street  
Williamsport, PA 17701  
570-994-6659  
*Restaurants/Cafes/Taverns*

## Leclerc Foods USA, Inc.

Kevin Rosenow  
44 Park Drive  
Montgomery, PA 17752  
570-547-6295  
www.leclercfoods.com  
*Food Products and Services/  
Vending Services*

## MCPS of Central PA

Art Lieberman  
418 Hazel Street  
New Berlin, PA 17855  
877-858-9010  
www.mcpsofcentralpa.com  
*Credit Card Services*

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Brian Haller  
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S. Williamsport, PA 17702  
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## Riverview Bank

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www.riverviewbank.com  
*Banks/Financial Services*

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Williamsport/Lycoming  
Chamber of Commerce

## Chamber Members...

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

Are you interested in a ribbon cutting or open house?

Contact Carroll Pawlikowski for more information at 570-326-1971.

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

## Chamber Members, Join Us...

### 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.

### Central Pennsylvania Food Bank

#### PM Exchange

Tuesday, March 14, 2017

5:00-7:00pm

3301 Wahoo Drive, Williamsport



Take a tour of our newly transformed Healthy Food Hub and learn about what we are doing to fight hunger, improve lives and strengthen communities!

### UPMC Susquehanna PM Exchange

Thursday, March 23, 2017

5:00-7:00pm

700 High Street, Williamsport

UPMC Susquehanna

Mix and mingle with our doctors and learn what an affiliation with UPMC and its number one ranked health plan in the state, brings to the people and businesses in our region.

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

## Chamber Member Discount

*Working to meet the needs of our members*



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- ♦ Our website, [www.huffmans.com](http://www.huffmans.com) makes it convenient & easy to order with free shipping on all purchases.

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(800) 326-9322  
[www.huffmans.com](http://www.huffmans.com)

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

For a complete list of upcoming Chamber events, visit [www.williamsport.org](http://www.williamsport.org).



# Chamber Holds 131st Annual Meeting and Awards Banquet

The Williamsport/Lycoming Chamber of Commerce celebrated their 131st Annual Meeting and Awards Banquet on February 22 at the Genetti Hotel. About 240 attendees showed their appreciation by recognizing local companies and volunteers as awards were presented to well-deserving members for their community accomplishments, innovation and overall volunteering within the Chamber and community.

The Phillips/Plankenhorn Small Business of the Year Award was given to Anthony H. Visco, Jr. Architects who opened his firm in the early 1980's. Tony commented that opening his own business was the best thing he did, noting that his business relationships have grown very well.

The Emerging Business Award was presented to Farrington Place which opened in 2013 mainly as a banquet/event business. But since then, they have expanded to one of the biggest tent and event rental suppliers as well as growing their employees to over 35.

The President's Award acknowledges the work of a Chamber volunteer who has, through his or her volunteer efforts, provided long time service to the Chamber and its affiliates. Chosen by the staff of the Chamber, the President's Award was presented to Davie Jane Gilmour for her years of service on the Chamber's Executive Committee and Board of Directors and especially for her dedication to serving the

Chamber as needed without question.

The recipient of the Large Business Award was presented to Larson Design Group in recognition of the major contribution they make to our region's local economy and their commitment to our community. Thank you to M&T Bank for sponsoring this award.

Special thanks to our sponsors,

## Emerging Business of the Year Award Farrington Place



*Congratulations to Farrington Place for receiving the Emerging Business Award. Pictured from left, Tim Keohane, LHU Small Business Development Center; Anna & Eric Winters, Farrington Place; Vince Matteo and Roger Jarrett, Williamsport/Lycoming Chamber of Commerce.*

## President's Award Davie Jane Gilmour



*Congratulations to Davie Jane Gilmour for receiving the 2016 President's Award. Pictured with Davie Jane is Vince Matteo and Roger Jarrett, Williamsport/Lycoming Chamber of Commerce.*

## Phillips/Plankenhorn Small Business of the Year Award Goes to Anthony H. Visco, Jr. Architects



*Congratulations to Tony Visco and his staff at Anthony H. Visco, Jr Architects for being honored with the Phillips/Plankenhorn Small Business of the Year Award at the Chamber's Annual Meeting and Awards Banquet. Pictured from left are Chelsea Rawson, Matt Strahan, Tony Visco, Eric Laughrey, Pat Russell and Fran Visco.*

Citizens & Northern Bank, First National Bank, Jersey Shore State Bank, Fulton Bank, Muncy Bank & Trust Company and Woodlands Bank for sponsoring the Phillips/Plankenhorn Small Business

Award and the LHU Small Business Development Center for sponsoring the Emerging Business Award.

Congratulations to all the award winners!

## Large Business of the Year Award Larson Design Group



*Congratulations to the Larson Design Group for receiving the Large Business Award. Pictured from left, Vince Matteo, Williamsport/Lycoming Chamber of Commerce, Brenda Nichols, Larson Design Group, Keith Kuzio, Larson Design Group and Roger Jarrett, Williamsport/Lycoming Chamber of Commerce.*



# February Ribbon Cuttings/Open Houses/PM Exchanges

5

Williamsport Sun-Gazette, March 2017

## Greater Lycoming Habitat for Humanity ReStore Hosts PM Exchange



*Congratulations to the Greater Lycoming Habitat for Humanity ReStore for hosting a PM Exchange. Attendees were able to roam around the store and look at items for sale while listening to the sounds of the Williamsport High School band. Presenting the Certificate of Appreciation is Anne Shea, Membership Development & Retention Committee to (l to r), Doug Hagerman, Board Member; Tina McDowell, Executive Director, Jacquie Nieces, AmeriCorp Service Member; Aaron Cunningham, Board Member; Arion Moser, Program Director; Greg Bell, Board Member, Annie Spencer, Board Member & Alice Schuster, Board Member. Thank you for a great evening!*

## Devoted to Your Day Ribbon Cutting



*Congratulations to owners John Yogodzinski and his wife Karrie Ravert on cutting the ribbon on their new business, Devoted to Your Day located in downtown Williamsport.*

## AristaCare at Loyalsock shows off their new area



*AristaCare at Loyalsock, formerly Loyalsock Creek Rehabilitation and Nursing Center, cuts the ribbon on their new Rapid Recovery area. Pictured (l to r); Robert Nichols, Director of Nursing; Jillian Garman, Marketing Director; Ben Adduru, Regional Rehab Consultant; JR Payne, Regional Director of Operations; Michele Bague, Administrator; Vincent Beck, resident; Nicki Kaizen, Director of Rehab; Angel Mulligan, Business Office Manager; Donna Harrison, Admissions Coordinator; Wayne Leet, resident; Dr. Rosemary Wiegand, Medical Director; and Vince Matteo, President/CEO, Williamsport/Lycoming Chamber of Commerce.*

### Ribbon Cutting & Open House



Please join us for our Rebranding Celebration

**March 29, 2017**

**Open House from 6-8 pm**

Ribbon Cutting at 6:30 pm

Meet Manager, Terry Moore  
& Commercial Lender, Kevin Waple

along with the rest of Northwest's Loyalsock team.



Terry Moore

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Kevin Waple

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Find us on

For more information please contact the Williamsport/Lycoming Chamber of Commerce at (570) 320-4209



## LEGACY MEMBER

# Railroad ties manufacturing site busy

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

**A**l Rutz stands in the work yard of Koppers where stacks of timber all around him stretch skyward.

It's here, on sprawling acres of ground just off Route 405 in Clinton Township, where the work of sorting, grading and manufacturing railroad ties takes place.

"As a company, we are the largest producer of railroad ties in the U.S.," said Rutz, plant manager of the local facility.



MIKE REUTHER/Sun-Gazette

**Al Rutz, plant manager of Koppers, stands beside stacks of wood in the work yard. The plant near Montgomery supplies railroad crossties to railroads and supplies and services other products including utility poles and rail joint bars.**

The Lycoming County plant is one of a number of Koppers facilities, which employ more than 2,100 people in North America, South America, Australia, China, and Europe.

With headquarters in Pittsburgh, the company operates three divisions.

The performance chemicals division focuses on wood preservation and wood treatment. The company's carbon material and chemicals division distills tar into a variety of products.

The local plant, part of the railroad and utility products and services division, supplies railroad crossties in North America to Class 1 and shortline railroads and supplies and services other products including utility poles and rail joint bars.

"We are transitioning right now from a chemical to more of a wood preservation company," he said.

The chemical side, he noted, can be cyclical, especially with the swing in oil prices.

Rutz said Lycoming County, with its strategic location near large markets and access to major highways, is a good location for the railroad tie division.

The plant, he said, does a lot of business with major transit systems of metropolitan areas of the Northeast.

Trucks transport most of the wood brought to the plant for the railroad tie operation.

"We cut them to a specific length," he said. "We grade them and sort them to customer specifications," he said.

Anywhere from 22,000 to 25,000 pieces of wood are waiting to be cut at any one time.

Business has been pretty steady over the past year.



MIKE REUTHER/Sun-Gazette

**It's just another day at the Koppers plant in Clinton Township where pieces of wood are being prepared for manufacturing of railroad ties. The company is the largest producer of railroad ties in the U.S.**

"I don't see us growing a whole lot in the next few years," Rutz said, while adding there are some signs of an uptick in business.

The plant employs about 50 people and operates three shifts.

Most of the workforce is comprised of local residents, many of whom tend to stay on with the company for many years.

Much of the training of employees is done in house.

Rutz noted that safety of employees is a priority.

He said Koppers has undertaken a zero harm culture initiative, which places the well-being of employees, protection of the environment and strength of communities number one.

The company is a member of the American Chemistry Council and "dedicated to adopting its Responsible Care initiative" at its locations worldwide.



# Chamber Celebrates Education

The Chamber held its 16th Annual Education Celebration at the Williamsport Country Club on March 2. The awards included the Business Partner in Education, Alumni of the Year, Outstanding Professional Educator and Outstanding Senior.

The Business Partner in Education Award, sponsored by UPMC Susquehanna, is given to a business

that demonstrates how area businesses can partner with schools and students who will one day become our future business leaders. The recipient of this year's award was the Alabaster Coffee Roaster & Tea Co.

The Alumni of the Year Award is presented to one graduate from each of Williamsport's higher educational institutions. This award,

sponsored by Lycoming College and Pennsylvania College of Technology, is to recognize individuals who attended college and have stayed in the area and are successful and active residents in Lycoming County. This year's recipients were Ruth Croyle, 1972 Lycoming College graduate, and John Yogodzinski, 2007 Pennsylvania College of Technology graduate.

The Outstanding Senior Award is awarded to students selected

because of their performances in academics, leadership, activities, and community service. Each student is interviewed by a committee who awards one senior as the grand prize winner. Andree Phillips, Chair of the Education Committee and on the interviewing committee, shared some of the information given during those interviews. As the students came forward to accept their award, each student also received a set of twig crayons



*Dave Troisi, Williamsport Sun-Gazette, presents the Textbook Award to grand prize winner Brandon Ranck, Jersey Shore Area High School.*

sponsored by the First Community Foundation Partnership of PA which symbolizes the diversity in our world.

This year's grand prize winner, Brandon Ranck, Jersey Shore Area High School, received a \$250 cash award from M&T Bank and a college textbook scholarship for \$500 sponsored by Sun-Gazette. The Outstanding Senior Award is sponsored by M&T Bank.

A special thank you to all the school districts for supplying donations for the gift baskets.



*Outstanding Senior Award winners: (front row); Justin Kramer, Muncy H.S.; Anna Plotnikova, South Williamsport H.S.; Kelly Kratzer, Montgomery H. S.; (back row); Bridget Foresman, St. John Neumann Regional Academy; Elise Sherman, Hughesville H.S.; Marlene Bassett, Montoursville H.S.; Andrew Malone, Loyalsock Township H.S.; Ryan Niklaus, Williamsport Area H.S.; Brandon Ranck, Jersey Shore Area H.S.*



*Outstanding Educator Award winners: (front row); Barb Fedeles, Jersey Shore Area School District; Aegina Leidhecker, Loyalsock Township School District; Kristin Takach, Williamsport Area School District; (back row); Susan Miller, St. John Neumann Regional Academy; Amy Tucker, Montoursville Area School District; Keith Cremer, South Williamsport Area School District; Woodrow Fry, Muncy School District. Not shown, Cindy Shaner, East Lycoming School District; Carina McNear, Montgomery Area School District.*

*Alumni of the Year Award was presented to John Yogodzinski, 2007 Pennsylvania College of Technology graduate and Ruth Croyle, 1972 Lycoming College graduate.*



*The Business Partner in Education Award was presented to Alabaster Coffee Roaster & Tea Co. Accepting the award were Tymir James, WAHS and owner Karl Fisher.*





# FEATURE MEMBER

## Wilkinson Dunn saves world one policy at a time

By MEGAN E. BLOOM  
mbloom@sungazette.com

House fires, car crashes and life threatening ailments never give people a warning that they are about to happen.

To be prepared for when the unexpected comes knocking, having a quality insurance policy can help people get their life back on track. The agents at independent insurance agency Wilkinson Dunn Company, 455 River Ave., are there to provide the



MEGAN BLOOM/Sun-Gazette

Wilkinson Dunn Co. has been providing insurance policies to people since 1932. The agents are able to find the best quotes and coverage for automotive, home, farm, business, health and life insurance. Left to right: far left, Terry Neubold, president; middle left, Mary McKinley, secretary treasurer; inner left, Teri Carson, vice president; inner right, Tiffany Rarick, personal lines account executive; middle right, Jessica Betz, life and health account executive; and far right, Danielle Mattison, commercial lines account executive.

best policy and coverage for everyone.

"We are in the business of saving the world," Teri Carson, vice president, said.

They are the people their clients call when disaster strikes.

The agents are there to listen and give the best advice from an insurance point of view.

Helping customers and giving them advice is an important part of the service they provide, she said.

President Terry Neubold said the employees keep the mindset that their client will use that claim tomorrow. They want to provide the coverage the client needs for a price they can afford.

The company handles a variety of insurance types which is the key to their success, he said.

It offers home, automobile, life, health, business, disability and more. Agents search through different

(See WILKINSON Page 9)



MEGAN BLOOM/Sun-Gazette

Being an independent agency, the executives can look through different insurance companies like Penn National, Liberty Mutual and Travelers Insurance to find the most compatible coverage for their client. Shown is Danielle Mattison working in her office.

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# FEATURE MEMBER

## Wilkinson Dunn saves world one policy at a time

(From Page 8)

insurance companies like Penn National, Liberty Mutual and Travelers Insurance to find the best policy for their client.

The agents are able to tailor each plan to fit the client's needs because they are an independent agency and has access to prices from those companies, he said.

"I want to sell (clients) coverage I would buy myself," Mary McKinley, secretary treasurer, said.

Buying a policy just because it is inexpensive does not mean it is going to have the coverage for when life turns sour.

In 1932 Bill Wilkinson and Art Dunn became partners and opened up their own agency in Wellsboro doing insurance and real estate. Their office is still there today.

Neubold purchased the company in 1987 and opened the Williamsport office.

The company sold its real estate business in 2004.

The employees strive to community involved and serve their customers to the best of their ability.

When local people call they always get a person answering the phone, ready to help them with what they need.

If somebody needs a quote or assistance understanding insurance, they will take the time to provide their expertise, Carson said.

She said she feels gratified when she gets to help somebody better comprehend a concept they did not get before.

The agents have decades of experience selling insurance while the younger, qualified individuals who will continue to develop in the business, Neubold said.



MEGAN BLOOM/Sun-Gazette

In 1987 Neubold, shown above, purchased the company and opened a Williamsport office, 455 River Ave., that year. The company used to have a real estate portion but that closed in 2004. There are also Wellsboro and Elkland offices.

"We are excited about the young people who we have," he said.




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He plans for the company to organically expand over the next five years.



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# Leadership Lycoming learns about Health & Human Services

The Leadership Lycoming Class of 2017 started the day at UPMC Susquehanna with the opportunity to learn about Health & Human Services in Lycoming County with round robin discussions about children and elder care. The class traveled to American Rescue Workers where the staff gave a tour of the building and then on to the Saving Grace Shelter to learn more about their services for families. Next on to Hope Enterprises with a meet and greet with Rob Labatch. The class was given a brief tour and had the opportunity for a buddy experience with some of the residents. Back at UPMC Susquehanna, the class met with Beth McMahon from Lock Haven University to talk about the health of Lycoming County. Thank you to Yvonne Heatley and Lori Wannop from CASA and Rick Saylor, Big Brothers Big Sisters for providing information on their respective organizations.

Thank you to our sponsors, UPMC Susquehanna, Malee Law Firm, and River Valley Health & Dental Center and UPMC Susquehanna for providing meeting space.

Thank you to Paula Yeckley, Community Service Group and Michael Ochs, Best Line Equipment as class reporters.

*Thank you to our program day sponsors, UPMC Susquehanna, Malee Law Firm and River Valley Health & Dental Center*







www.leadershiplycoming.org

*The class learns about the Nurse Family Partnership during Health & Human Services Day during the round robin session on Children and Elder Care Issues.*



*On the tour at American Rescue Workers, Dawn Astin assured the class that they are safe on the elevators which the sign says is for freight only.*



*A class member is getting the buddy experience at Hope Enterprises which gives them the opportunity to participate with a buddy and learn what their duties are.*

*The class toured Saving Grace Shelter which is a 24-bed shelter for individuals, families and veterans in a homeless crisis.*

Follow us on Facebook!



Leadership Lycoming





# Member Renewals

Received between January 28th and February 24th

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

## Members 50 Years and Over

Brodart Co.  
Pepsi Bottling Group, Inc.  
Staiman Recycling Corporation  
Williamsport Moving Company, Inc.

## Members 25 Years and Over

Bayard Printing Group  
BB&T  
City of Williamsport  
Holiday Inn Downtown/James Restaurant  
iHeartMedia  
JanWay Company  
Keystone Data Systems, Inc.  
Knoebel's Amusement Resort  
Lonza Inc.  
Lycoming Mall  
Pennsylvania College of Technology  
Perkins Family Restaurant & Bakery, Inc.  
R & J Ertel, Inc.  
Williamsport Automotive, Inc.  
Williamsport Parking Authority

## Members 20 Years and Over

Glenn O. Hawbaker, Inc.  
Julie's Coffee  
Wells Fargo Advisors, LLC

## Members 15 Years and Over

Albright LIFE  
Information Technology Services, Inc.  
LHU Small Business Development Center  
Presbyterian Home at Williamsport

## Members 5 Years and Over

Carrs Trailers and Supplies  
Comcast Spotlight  
Dominic's of New York  
Edward Jones Investments  
Guild's TV Sales & Service  
Holiday Inn Express  
JW Aluminum-Williamsport Operations  
Kaplan Barrels, Bags & Wiping Rags  
Kliney's Home Furnishings  
MAS Printing  
PA Energy Vision, LLC

PHOENIX Rehabilitation and Health Services, Inc.  
RDF Tax Services, Inc.  
Service 1st Federal Credit Union  
State Farm Insurance, Tony Dgien Agent  
The Clothier  
Twin Hills Health Center, P.C.

## Members Under 5 Years

Arbor Housing and Development  
Fairfield Home Heating Service  
Hoopla's Family Fun & Longshots Grill  
Lowe's  
Marcellus Shale Coalition  
Moon & Raven Public House  
Nittany Professional Cleaning, Inc.  
Penn Valley Railroad, LLC  
Residence Inn  
Riverside Campground  
TGI Fridays  
The Sticky Elbow  
Williams Moving & Storage  
Williamsport Area School District Education Foundation

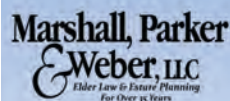
Jersey Shore Area  
Chamber of Commerce



## Winter Mixer

The 2017 Winter Mixer was held at the Tiadaghton Inn on February 23rd. We had a great turn out with over 70 members in attendance. The food was just delicious and a good time was had by all.

~ Thank you for your sponsorship ~



Your generous sponsorship helped make the evening a great success!

MONTOURSVILLE  
CHAMBER OF COMMERCE



## Winter Social

We held the 2017 Winter Social at the beautiful Herman & Luther's Barn on Wednesday, February 15th. Almost 100 Chamber members enjoyed the evening and the delicious buffet provided by Herman & Luther's.

Six of our member businesses sponsored the event, making the evening possible for our members. Thank you so much for your support!





# SMALL BUSINESS

## Russell Cellular takes customer service-based approach

By **MEGAN E. BLOOM**  
mbloom@sungazette.com

An authorized Verizon retailer, Russell Cellular opened its doors seven months ago in Old Lycoming Township.

The employees at the 2062 Lycoming Creek Road store do everything a corporate Verizon store can do, according to Michael Shoemaker, store manager. He was transferred from the Mill Hall store to help grow the new location.

"We provide a customer service based approach so people have the best experience every visit, every time," he said.

Customers come into the store and an associate will sit down with them and chat about what Russell Cellular can do for them.

"It's a comfortable environment," he said.

There is no getting a number and waiting in line. If the store is busy, one of the sales associates will inform a customer that it will be a while until they can be served so they will schedule an appointment.

By opening the store, Shoemaker said he hopes to take some pressure off the other local Verizon stores so they are not as busy. It is also able to cater to people living in Newberry, Cogan

Station and Trout Run.

Keeping the environment of the store relaxing allows for the associates to take their time with each customer and help them get what they need.

"A cell phone is a luxury," he said. "People want to get the most out of a product with their discretionary money."

Customers can create accounts with Verizon through Russell Cellular, upgrade their phones and plans, purchase tablets and phones as well as get different products like Hum and Jetpacks.

Hum is a device that can be installed in a vehicle to provide emergency roadside assistance, inform the driver if there is a mechanical problem and people can also view the location



MIKE REUTHER/Sun-Gazette

**Russell Cellular, 2062 Lycoming Creek Road, in photo above, opened seven months ago to help meet the needs of locals in Old Lycoming Township and the surrounding areas. As an authorized Verizon Wireless retailer, the business can provide the same services as a corporate store.**

**Associates can do phone upgrades, create accounts, add and drop lines as well as sell the latest phones. The store has the latest models of phones, shown in photo at left, from Apple, Samsung and LG. There are also accessories for phones and tablets to customize the look and provide screen protection. If what a customer is looking for is not in store, an employee can order it for them.**

and speed of the car from their phone.

He said Hum is great if there is a young driver in the family so a parent can see exactly where and how fast their child is driving.

Jetpack is a device that provides wireless internet in a vehicle.

The store has all major electronics brands like Apple, LG and Samsung. If there is a particular device a customer is looking for that they do not have, Shoemaker said they can order it.

Since it has been open for a few months, the shop is still in the growing stages, he said. As the number of customers increases over time, it hopes to employ more people to compensate for that.

The company Russell Cellular opened in 1993 in Missouri. Since then there are 335 stores in 28 states across the country.

It strives to provide the best wireless experience for every customer.



# NEW MEMBER

## Speeding to business success

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

**I**t's a unique business, certainly one unlike any other in this area, and Jim Cowden is hoping Accelerated Speed Dynamics, 2603 Reach Road, expands and grows to find an even bigger market.

"We fabricate speedometer testing platforms," said



MIKE REUTHER/Sun-Gazette

**Jim Cowden displays the speedometer testing platform manufactured by his company, Accelerated Speed Dynamics. The Williamsport-based business was launched last year.**

Cowden, a partner in the company.

The testing platform is what the business is all about, a device comprised of various components that can be put together for vehicles to drive upon for the speed tests.

"It's a four-pad system," he said.

The testing platform is portable, giving it the ability to be transported to sites for the testing.

Initially, it was made by Cowden's company for police vehicles.

"We are further developing it for the automobile industry," he said. "Ultimately, we'd like to see car dealerships use it."

But as Cowden noted, everything is really just getting started.

State police, he said, first came to Cowden to develop a better way of testing speedometers.

That led in 2016 to eventually launching Accelerated Speed Dynamics as part of YIS Cowden Group, owned by Cowden and his business partner, Rob Keough.

The large warehouse, formerly the site of a Bastian Tire facility, is used as a manufacturing location and for his powder coating business.

"It's an excellent location," he said.

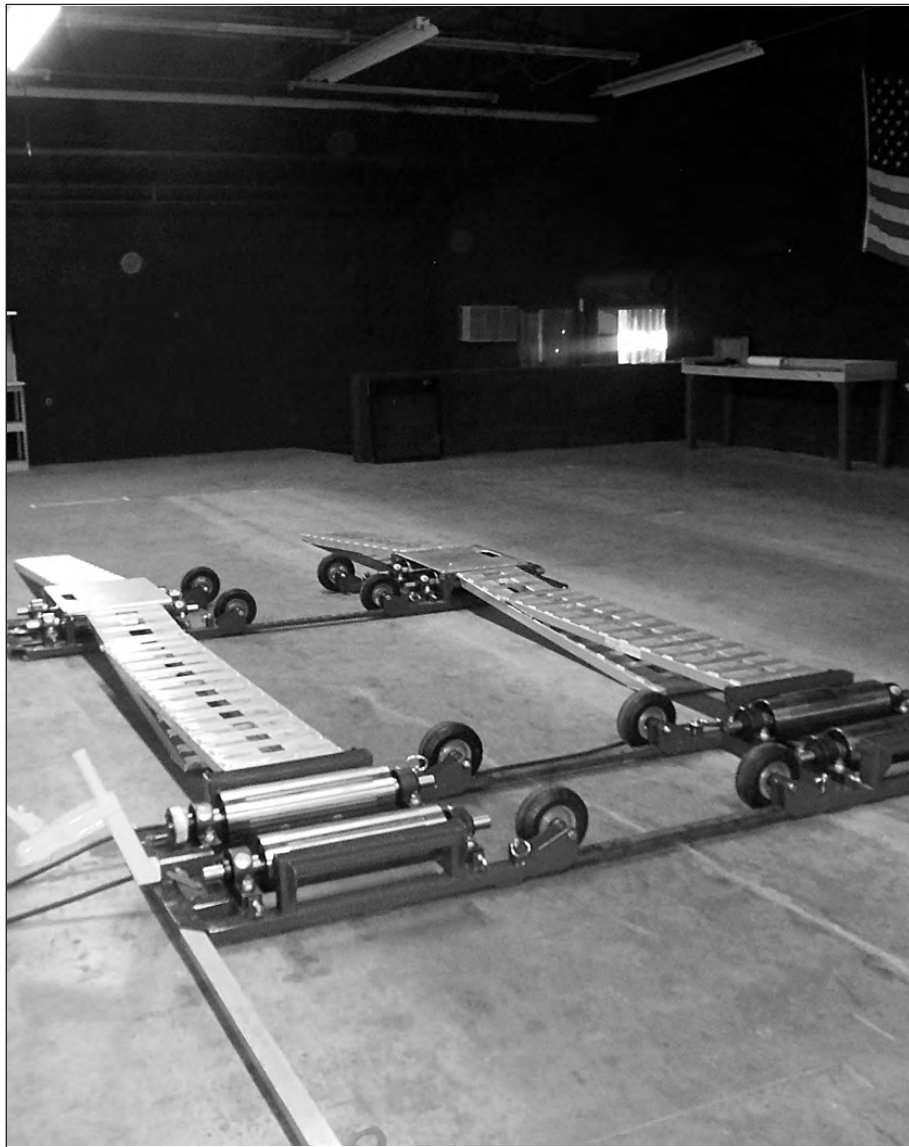
Parts of the testing platform, including the rollers and bearings, are made elsewhere.

Cowden said it took a while for he and his staff to come up with the right design for the testing platforms.

"We designed this from scratch," he said.

He doesn't take credit for the device.

"I am more the visionary," he said with a smile.



MIKE REUTHER/Sun-Gazette

**The speedometer testing platform, shown here, was developed by Accelerated Speed Dynamics. The four-pad system can be transported to different sites for testing.**

Overall, it's been a challenge getting the company up and running, especially having the equipment installed for his operation and ensuring that regulations are being followed.

Now, he's hopeful of expanding the operation.

Eventually, he'd like to add to his small workforce and perhaps run two shifts of workers.

"It's not as if he's not willing to try and make it happen.

"I put in some long hours right now," he said.



# Williamsport/Lycoming Chamber of Commerce Morning Member Connection

Thursday March 30, 2017—7:30AM - 9:00AM

Featured Speaker: Ted Benna, "Father of the 401k"

Topic: The Birthing of a Monster; The 401k Plan from Inception to Adult and a Conversation on Its Present and Future

Genetti Hotel—200 West Fourth Street, Williamsport

\$15 Member Registration: Call 570-326-1971/go to [www.williamsport.org](http://www.williamsport.org)

Ted Benna is commonly referred to as the "father of 401(k)" because he created and gained IRS approval of the first 401(k) savings plan. Like any parent, one can't control all the actions of the child they've brought into this world. Ted was quoted in 2011 in a national story stating that he thought he "created a monster" and "would blow up the system and restart with something totally different."

Come out and participate in this question and answer format presentation to hear from Ted about the genesis of the 401k and hear why he thinks it should be blown up and reformatted anew. You'll also have the opportunity to ask him questions about the 401k program from your perspective.

About our presenter, Ted has received many citations for his accomplishments including:

- 2001 National Jefferson Award recipient for Greatest Public Service by a Private Citizen
- 2001 Player of the Year selected by Defined Contribution News
- One of eight individuals selected by Money Magazine for its special 20th Anniversary Issue Hall of Fame
- Selected by Business Insurance as one the four People of the Century
- One of ten selected by Mutual Fund Market News for its special 10th Anniversary Issue Legends in Our Own Time
- Lifetime Achievement Award by Defined Contribution News 2005

Ted has also been profiled in the Wall Street Journal, New York Times, Institutional Investors, Pension & Investments, USA Today, Employee Benefit News, Human Resource Executive, Fortune, Plan Sponsor, Kiplinger and many other publications.

Ted has authored four books, the latest of which is 401(k) for Dummies.



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## Revolving Loan Fund

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



Don't get high.  
**GET  
FREE**



A product of the Heroin Task Force

## Leadership Lycoming is accepting applications for Class of 2018

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

Class participants are selected on the basis of their demonstrated leadership potential and sincere desire to contribute time and effort in their com-

munity. A formal Selection Committee chooses class members based on a written application, references and personal interviews.

Applications are available online and can be downloaded at [www.leadershiplycoming.org](http://www.leadershiplycoming.org). Applications will be accepted until **April 15, 2017**. If you would like further information or an electronic application, contact Sharon Jones, Program Coordinator at 570-320-4202 or [sjones@williamsport.org](mailto:sjones@williamsport.org).

We look forward to seeing you in the Leadership Lycoming Class of 2018!

## March Chamber Business Spotlight



There are 900 member businesses in the Williamsport/Lycoming Chamber of Commerce. This month we are featuring members in the **Natural Gas Industry**. We encourage you to choose these Chamber members in our community.

Look for member Architects, Attorneys and Engineers in April.

### Environmental Services

Elk Environmental Services \*\*  
(610) 372-4760  
[www.elkenv.com](http://www.elkenv.com)

Endless Mountains Geosciences  
(570) 899-7313  
[www.endlessmountainsgeo.com](http://www.endlessmountainsgeo.com)

Eureka Resources  
(570) 651-9972  
[www.eureka-resources.com](http://www.eureka-resources.com)

Farmer Company  
(570) 326-1541

LB Water  
(570) 374-1157  
[www.lbh2o.com](http://www.lbh2o.com)

Penn E & R  
(Environmental & Remediation, Inc.)  
(570) 724-1700  
[www.penn-er.com](http://www.penn-er.com)

Seewald Laboratories Inc. \*\*  
(570) 326-4001  
[www.seewaldlabs.com](http://www.seewaldlabs.com)

### Midstream

Energy Transfer Partners  
(570) 505-3700  
[www.energytransfer.com](http://www.energytransfer.com)

Williams Transcontinental Gas  
Pipe Line Company LLC  
(570) 398-2261  
[www.williams.com](http://www.williams.com)

### Natural Gas Power Plant

Panda Patriot  
(570) 547-3701  
[www.pandafunds.com](http://www.pandafunds.com)

### Natural Gas Exploration & Production

Anadarko Petroleum Corp. \*\*  
(570) 244-4040  
[www.anadarko.com](http://www.anadarko.com)

Beech Resources  
(570) 601-4138

Cabot Oil & Gas Corporation  
(412) 249-3850  
[www.cabotog.com](http://www.cabotog.com)

Chief Oil & Gas  
(570) 651-9825  
[www.chiefog.com](http://www.chiefog.com)

Halliburton \*\*  
(570) 547-5800  
[www.halliburton.com](http://www.halliburton.com)

Inflection Energy, LLC  
(303) 531-2300  
[www.inflectionenergy.com](http://www.inflectionenergy.com)

Range Resources  
(570) 337-2726  
[www.rangeresources.com](http://www.rangeresources.com)

Seneca Resources  
(866) 435-8017  
[www.natfuel.com/seneca](http://www.natfuel.com/seneca)

Southwestern Energy  
(570) 996-4200  
[www.swn.com](http://www.swn.com)

### Natural Gas Support & Services

Allison Crane & Rigging  
(570) 494-4010  
[www.allisoncrane.com](http://www.allisoncrane.com)

Appellation Pre-Fab, LLC. \*\*  
(570) 601-4765  
[www.appellationprefab.com](http://www.appellationprefab.com)

### Natural Gas Support & Services

Cable Services Company, Inc.  
(570) 323-8518  
[www.cable-services.com](http://www.cable-services.com)

Cleveland Brothers Equipment Co.  
(717) 564-2121  
[www.clevelandbrothers.com](http://www.clevelandbrothers.com)

Cummins Sales & Service  
(570) 505-3020  
[www.salesandservice.cummins.com](http://www.salesandservice.cummins.com)

Fairway Laboratories \*\*  
(570) 494-6380  
[www.fairwaylaboratories.com](http://www.fairwaylaboratories.com)

Field-Tec Services, Inc.  
(570) 546-2607  
[www.fieldtecservices.com](http://www.fieldtecservices.com)

Kruger Fence Co., Inc. \*\*  
(570) 322-2618  
[www.krugerfence.com](http://www.krugerfence.com)

Marcellus Shale Coalition \*\*  
(412) 706-5160  
[www.marcelluscoalition.org](http://www.marcelluscoalition.org)

New Way Drilling, Inc.  
(570) 745-7131  
[www.newwaydrilling.com](http://www.newwaydrilling.com)

North Central Services, Inc.  
(570) 323-0665  
[www.ncsinc.us](http://www.ncsinc.us)

Sooner Pipe, LLC  
(570) 368-4590  
[www.soonerpipe.com](http://www.soonerpipe.com)

Stallion Oilfield Services  
(570) 494-0760  
[www.stallionoilfield.com](http://www.stallionoilfield.com)

YorkHoist, Inc.  
(570) 244-3949  
[www.yorkhoist.com](http://www.yorkhoist.com)

\*\* Find us on

Shopping local isn't just about convenience. Much of the money you spend at a local business will remain in the community, ensuring the vibrancy and sustainability of our quality of life.



# Chamber recognizes high school students

The Education Committee of the Williamsport/Lycoming Chamber of Commerce would like to recognize the following students for being chosen as the Student of the 2nd Quarter for their high school and for their hard work and achievements. Congratulations!



Henry Landon  
Hughesville High School



Luke Bishof  
Jersey Shore Area High School



Madelynn Moodie  
Loyalsock Township High School



Brooke Rupert  
Montgomery High School



Gillian Mitchell  
Montoursville High School



Hunter Poust  
Muncy High School



Charles Bolay  
South Williamsport Area High School



Casey McKimpson  
St. John Neumann Regional Academy



Alisha Chen  
Williamsport Area High School



## August 16, 2017

**Pitchers and catchers have reported to Spring Training. Locally, kids are getting ready for the start of the Little League® season. In less than 6 months, it will be time for the world's eyes to focus on Williamsport for the annual Little League World Series®. The Lycoming County Visitors Bureau wants to encourage any business, organization or individual that wants to be involved in the 13th Annual Grand Slam Parade to go our parade website, [www.grandslamparade.com](http://www.grandslamparade.com). There you will find entry application details, sponsorship information, vendor registration and volunteer forms. On the site you will also find a map of the route along with current information as we get closer to the parade.**

**Join us as we welcome the players, families and friends of Little League Baseball® to our community.**

**Application Deadline: June 1, 2017**

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*Support us during*



**March 8 & 9, 2017**

**Mark Your Calendar!**

On Wednesday, March 8<sup>th</sup> at 6:00 PM through 11:59 PM on Thursday, March 9<sup>th</sup>, visit [www.raisetheregion.org](http://www.raisetheregion.org) to support the **Economic & Community Growth Corporation** and/or **Leadership Lycoming** and raise as much money as possible in 30 hours. Raise the Region is a unique online fundraising event organized by the First Community Foundation Partnership of Pennsylvania.



**ECONOMIC & COMMUNITY  
GROWTH CORPORATION**



**LEADERSHIP LYCOMING**



**March 31, 2017**

**Leadership Lycoming presents:**

**Final 3**

**Farrington Place  
416 West Third Street  
Williamsport, PA  
5:30pm to 7:30pm**



- The ticket price of \$100 admits TWO to the Final 3 Event
- Hors d'oeuvres and beverages included
- Chance to win \$3,000
- Chinese Auction and 50/50

Do you feel lucky? One lucky person could have a chance to walk away with \$3,000!

During the event, tickets are drawn at random and eliminated. When only 3 tickets remain, the ticket holders may choose to share the \$3,000 cash prize & each walk away with \$1,000 or continue the elimination process to increase the prize amount.

To purchase your ticket, call the Chamber of Commerce at 570-326-1971.

[www.leadershiplycoming.org](http://www.leadershiplycoming.org)

A program of the Williamsport/Lycoming Chamber of Commerce

*All proceeds from this event benefit Leadership Lycoming.*

