



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

**Chamber President,
Vince Matteo, Says
'Thank You & Farewell'**

**Congratulations to the
Students of the Quarter!**

**A Revolving Loan Fund
Helps Chamber Member
Expand His Business**



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The Chamber View



Vincent J. Matteo, President/CEO

Well, it is hard to believe that this is my last month as President/CEO of the Williamsport/Lycoming Chamber of Commerce, the year has flown by. But, this column will be about an end of year item on my mind. Elsewhere in this edition of the Chamber Connection I do have some final thoughts about the honor it has been to serve this organization for over 17 years.

So, 2018 is fast closing and our local governments, including Lycoming County, are working over budget numbers. I am sorry to say that as of the writing of this column, the Mayor is saying the Williamsport budget will, in all likelihood, include a property tax increase. That truly is unacceptable. Now, I am not blaming the Mayor for this situation, but we all must look in the mirror and ask if we want Williamsport to continue to succeed or end up like so many other communities throughout the nation. If the property tax continues to rise in the city, you will chase the middle and upper middle class wage earners into the suburbs where the taxes are lower and you may very well force senior citizens to lose their homes. I know, you can argue the city provides more services – and it does – but all the services in the world will not help if you cannot afford your home or,

in the case of many, decide they can live outside the city limits for much less and really do not need all the additional services. This is a serious problem and those who do not believe it, just don't understand. So, what can and should be done. Well, the city can actually only do so much. The only real change must come from Harrisburg. Pennsylvania MUST change its unfair and archaic laws that prohibit local governments from diversifying and tailoring the taxes they can collect to fund their services. That is why I am wondering if our three Lycoming County legislators could take the lead in Harrisburg and introduce legislation to do just that. I believe we are represented exceptionally well by Senator Yaw and Representatives Everett and Wheeland and I also believe they have grown in stature and influence – and in the case of Senator Yaw and Everett – in seniority where they have become very influential. I also know that Representative Wheeland, while not a senior member, is well respected. Obviously, they cannot bring this change on themselves and others have tried and failed, but times have changed and the tax payers of Williamsport and other cities throughout the state are suffering as well. I think we need to support them and they need to try getting it started.

Here are some thoughts. Recently the voters of Williamsport were asked if they

wanted to change the form of government. Both initiatives on the ballot failed probably for a variety of reasons. But one of the forms of government's proposed was to make Williamsport a Home Rule Charter city. Now, the biggest advantage of Home Rule, in my opinion, is that Home Rule communities can levy a variety of taxes and are not limited to the outdated property tax or the paltry amount of local income tax Harrisburg begrudgingly allows local communities to levy. But my question is, why does a community have to change its whole form of government to allow them to diversify their taxes and spread the cost among more taxpayers? Why can't we do it under any form of government? In the past, proposals included a "smorgasbord" of taxes local communities could levy. If this was allowed, then local governments could levy the type of taxes most suitable to their towns. For instance, if there are large shopping districts that draw large amounts of outside shoppers, then maybe they want to consider a local sales tax. Or, if there are many upper income apartment dwellers, maybe that community would concentrate on an income tax. And, if property taxes were the best way to go, then tax the property. Or, they could levy a combination of these and perhaps other taxes. The point is, give the local governments in Pennsylvania some discretion with, of course, some limits.

Let the people who live in the communities decide what ways are best for their communities without big brother Harrisburg dictating to them. That is thought number one.

Secondly, and you have heard it before, pension reform must be passed in Pennsylvania. The so called reform passed a couple of years ago was far from comprehensive and far from a fix. It kicked the can down the road - or more likely, kicked the can to the side of the road. The system now is a yoke around the neck of governments and that yoke is weighted down by a few tons of brick. The system must be changed for all future employees. If it is not, then anything else that is done is a small band aid.

Here is the problem - each issue has lobbies that have fought real tax reform and real pension reform for decades. These groups are of-

ten well organized and well-funded. I understand how politics work, but things will only get worse and spiral out of control if something is not done.

Well, it is the Holiday Season and a wonderful time of year. Christmas and Chanukah are celebrated throughout Lycoming County with families gathering and attending services. I love this time of year and, on behalf of the Chamber and all its affiliates, I want to wish each of you a wonderful Holiday Season and be happy and proud that we live in a country that allows us to celebrate –or not celebrate- depending on our own personal beliefs. So, Merry Christmas, Happy Chanukah and let me also wish each of you a Happy and Healthy New Year. And that's the Chamber View.

Get Connected With Your Chamber!

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Thank You & Farewell

As you read this column I will be in my last month of having the honor to have served as President/CEO of the Chamber and its affiliates for over 17 years. It also marks the end of a career in the Chamber industry that lasted almost 39 years. Little did I know how much fun and all I would experience when I answered a blind ad in the Scranton Times way back in early 1980. In fact, my wife saw the ad and pointed it out to me. Well, it has been a crazy and wonderful career with many more great moments than anyone could hope to experience since I walked into the offices of the Greater Scranton Chamber of Commerce all those years ago. However, it is time to move on but before I do I wanted to express my sincere appreciation to all those who have helped me throughout my time here in Williamsport and Lycoming County. I have had the great pleasure of serving an organization and a community that is first class. I can honestly say I have been blessed with some very talented volunteers at every level of the organization and some hardworking, dedicated employees. Without all of them I could not have lasted as long as I have here. No one does it alone.

I remember when I arrived here in Williamsport a member asked me how long I planned on staying. I replied that I hoped to make this our home and retire here. He did not believe me. While it is true I have had several good opportunities to move to other areas, let me tell you why I stayed. First and foremost, this is a tremendous community. I have lived in several areas and as far as I am concerned this one is the best – the people, the great community organizations like the Community Theatre League, North Central Sight Services, the United Way, the Central Pennsylvania Food Bank, Little League International

and, so many more. Not to mention, the excellent school systems we have in Williamsport and throughout Lycoming County. Oh, and the great restaurants – can't forget them! And, we have some "big city" amenities but still have maintained a small town ambience. All great reasons to live and work here. But most of all, it is how welcoming everyone was to Sue and I and our family. They made us feel right at home from the start. Those are the main reasons, there are many more.

Williamsport and Lycoming County have some problems; all areas do. But, the good far outweighs the bad. When I look around and see all that has changed for the better in Lycoming County – especially the past ten years, I am proud to have played a part in an organization like the Chamber that led in some instances and played a supporting role in others. Partnerships we formed will stand the test of time and continue to work for the good of the community. Heck, they will not only outlast me, but they will also outlast everyone reading this column.

Even though I am in what is considered a high profile job, those who know me best also know I am actually a private person and do not like to talk about my personal life much at all. But, many people have asked what is next for me. Did I have any concrete plans? The answer, to be honest, is no. My wife is also retiring from her job at Head Start. She worked for the Luzerne County Head Start and when we moved here, she got a job at STEP Head Start. Of the two of us, she is really the person who has had the greatest impact on the future. Her career helping young children – many of whom are growing up in less than ideal circumstances – is what is truly impactful. People like Sue deserve more credit than we ever seem to

give them. Together we will decide what is next.

I will say that I have been flattered and pleased at all the well-wishes I have received already. I am honored to have been named the Boy Scouts Distinguished Citizen Award recipient for this year but also just as gratified for all the well-wishes from friends, colleagues and even strangers. It makes many of the sleepless nights worthwhile – just to know that people care. I have also been flattered by some of the suggestions people have had for what I should do next. More than a few have suggested that I run for Mayor of Williamsport. In fact, to be honest, I gave it a great deal of thought and my wife even told me to do it if I wanted (I think she just wanted me out of the house!). While flattered, I am not ready to go from one very public and stressful job to another right now. I also have had several people suggest I run for County Commissioner next year. The most creative suggestion was that I register as a Democrat and run for Commissioner. While that would have been interesting to say the least, (I was registered as a Democrat for most of my life) I probably am not running for County Commissioner next year either. So, elected office is pretty much out – at least for now.

What the future does hold, for certain, is a good deal of time with our family (especially spoiling our grandchildren even more!) and traveling – so back to Italy and maybe a cross country trip. There is so much to see in the United States that we have not seen yet. As far as doing anything else professionally, only time will tell. Make me an offer!

In closing, I really just want to say thank you. Thank you to all of the amazing people I have worked with over the years – especially the Chamber staff. They have been

superb. And thank you to the many volunteers who have helped me as well. You have been great and you have been generous with your support. I also do not want to forget my family – their support has been critical to me.

What I am also very thankful for is that I am leaving the Chamber in very capable hands. We have a strong corps of volunteers and a hardworking, dedicated staff including many who left to pursue different careers.

The Chamber has an energetic, dedicated new President in Jason Fink. He has been with me since I started here and I am confident he will expand upon what we have accomplished and also take the Chamber in some new and exciting directions as well. I only ask you all give him the same great support you have given me over the years.

With that, I want to thank you all and wish you, your families and our wonderful community a bright and happy future. And, that's MY VIEW.



Williamsport/Lycoming Chamber of Commerce President/CEO, Vince Matteo

December & January PM Exchanges...

Williamsport/Lycoming Chamber of Commerce

Thursday, December 20, 2018

5:00 – 7:00 pm

102 W. Fourth Street, Williamsport



Come celebrate the holidays with the Chamber of Commerce and its Lycoming County Visitors Bureau.

Join the staff as we bid congratulations and farewell to our President/CEO, Vince Matteo, as he retires from the Chamber.

Hillside Senior Living Community

Thursday, January 10, 2019

5:00 – 7:00 pm

2725 Four Mile Drive, Montoursville



Come out and attend the first PM Exchange of 2019!

Come celebrate our Senior Living Community and meet our new Management Company, Health Dimensions Group. Enjoy tours, health screenings, food, drink and entertainment.

Lycoming County
Visitors Center

Winter HOURS



December 1st - April 1st

MONDAY	10:00am - 4:30pm
TUESDAY	10:00am - 4:30pm
WEDNESDAY	10:00am - 4:30pm
THURSDAY	10:00am - 4:30pm
FRIDAY	10:00am - 4:30pm
SATURDAY	10:00am - 3:00pm
SUNDAY	CLOSED



Call for
exhibitors!

Science Festival

Thursday, February 21, 2019

SNOW DATE: FEBRUARY 28

Pennsylvania College of Technology

FIELD HOUSE

9 a.m. - 2 p.m.

Sneak peek for 5th grade classes (up to 1,500 students expected)

5-8 p.m.

Open to the public

The festival is geared toward elementary and middle school students and their families. Hands-on activities and demonstrations are best suited for the event.

Don't miss out on this great opportunity to spark excitement about science, math, engineering, and technology in our youth!

Reserve your FREE booth today. Call the Chamber at

570.326.1971 for more information.

Booths are limited and available first come, first served.

EVENT COORDINATED BY



Welcome New Chamber Members!

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Williamsport, PA 17701
(570) 322-6871
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Williamsport/Lycoming
Chamber of Commerce

Have Your Business Featured in the Chamber Connection It's Free to Chamber Members!

Showcase your business in our monthly newsletter. It is published inside the Sun-Gazette on the first Monday of each month.

To be featured on our cover, we require 10+ years as a member.
To be featured as a Legacy Member, we require 20+ years as a member.

Newer to the Chamber?

Our 'New Business' and 'Small Business' features are a great way to promote yourself.

Contact our Marketing & Membership Coordinator,
Taryn Mueller at tmueller@williamsport.org
or (570) 320-4209 for more information.

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

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

PM Exchanges

Holiday Inn Hosts PM Exchange



Thank you to the Holiday Inn for a great PM Exchange. Attendees were treated to some pre-Thanksgiving treats. Presenting a Certificate of Appreciation for hosting a PM Exchange is Kirk Fisher, Membership Development & Retention Committee, to Stacy Thompson, Heidi Engel, Mandy Packard, and Lucas Cole. (Back row) Peter Daugherty, Nate Losell, Dan Frankenfield, and Dennis Stevenson.

Ground Breaking

KVS Computers



Congratulations to KVS Computers on the ground breaking ceremony of their new location at 71 West Water Street, Hughesville. (From L to R) Garth Everett, Pennsylvania State Representative; Brian Shearer, CEO of J&M Construction Specialty Inc.; Candice Brown, Administrative Assistant at KVS Computers; Shane Fiester, CIO of KVS Computers; Nicole Wettlaufer, President of KVS Computers; Cherif Ammar-Khodja, CEO/Owner of KVS Computers; Jason Fink, Executive Vice President of Williamsport/Lycoming Chamber of Commerce; Brian Paulhamus, Vice President & Commercial Relationship Manager of Fulton Bank.

Ribbon Cuttings & Open Houses

Northeast Knee & Joint Institute



Congratulations to Northeast Knee & Joint Institute, located at 460 River Avenue, Williamsport, on their ribbon cutting ceremony and grand opening celebration. Dr. Edwin Roman, M.D. & Founder has a long history working in the fields of physical medicine and rehabilitation. He is an expert in regenerative medicine.

Interested in joining the Chamber? For more information, call the office at (570) 326-1971 or apply online at: www.williamsport.org

Beer Here Ribbon Cutting



Congratulations to Beer Here on their grand opening and ribbon cutting ceremony. They are located at 1220 River Avenue, Williamsport. Jay Patel, is the owner of A1 Stop & Beer Here. The business provides beverages, convenience store services and gasoline, all in one location.

LEGACY MEMBER

Centuries later, library's goal still the same

By **DEREK DANNEKER**
ddanneker@sungazette.com

One of the many persisting relics of Williamsport's lumber industry, the public library has sought to educate, enlighten and enable residents to better themselves for 111 years.

James VanDuzee Brown, lumber baron and philanthropist, wrote in 1904: "It is my desire to erect and endow a public library, for the use of the people of the city of Williamsport and vicinity. In view of the uncertainty of life, and the possibility of my design not being accomplished in my lifetime, I hereby make provisions for the same, as follows: Said Library shall be Known as the 'James V. Brown Library of the City of Williamsport, Pa.,'"

Though, ultimately, Brown did not live to see his library built, he left \$150,000 for the building, \$10,000 for books and enough money in a trust fund to generate an annual \$8,000 for maintenance.

On opening day in June 1907, 150 books were checked out by noon.

Today, about 780 books are checked out or renewed each day. About 32,547 people have library cards, 150,000 people have walked through the doors since Oct. 31 and more than 30,000 people, have accessed the website and online resources.

"What's incredible is that our first mission is still a goal of the library: to enable people to be the best they can be, to grow, to learn and to enjoy their lives while learning," Dana Brigandi, development and marketing manager said.

"In fact, our current mission statement embraces that: 'The James V. Brown Library is the place to go to learn, connect and grow.' Lifelong learning and the pursuit of knowledge has always been a philosophy of the James V. Brown Library."

Brigandi said the changing circumstances has adjusted the library's angle of approach through its history.

"In the 1900s, books were available, but very costly to own. At first, the Brown Library shelves were filled with historical books or those deemed educational or classic, with little emphasis on leisure reading and fiction. Books were intended to provide knowledge, not an escape, and the educational lectures offered at the library were attended by hundreds of people," she said.

Now, the library offers magazines, music, movies, online resources, local history, in person programs and more, said Brigandi. Moving forward into the digital age has not meant competing with the internet, but rather providing it.

"800,000 Pennsylvanians lack access to high-speed broadband Internet, according to the Federal Communications Commission, and most of them are from rural PA," said Brigandi. "We are providing the internet to many, and showing them how to use it. Free, open access to information is the role of the library. And the library levels the playing field by providing access to those who do not have it," said Brigandi.



Above, the James V. Brown library as it sits today on East Fourth Street. The original library was finished in 1907 at a cost of \$150,000. At left, Brown Library under construction, April 30, 1906.

The library has been expanding and bettering its facilities with the three-story Welch Children's Wing, added in 2009, and the refurbishment

of the reference room.

Last year, the library offered 1,000 programs for the community, which were attended by more than 21,000

people, she said.

"There's something going on just about every day, for all ages," said Brigandi.



**The Staff of the
Williamsport/Lycoming
Chamber of Commerce wish you and
your family a Merry Christmas
& Happy New Year!**



BOY SCOUTS OF AMERICA®
SUSQUEHANNA COUNCIL

2018 Distinguished Citizen Award Reception Honoree:

Dr. Vincent J. Matteo
President/CEO

Williamsport/Lycoming Chamber of Commerce

Rescheduled for Thursday, December 13th, 2018

5:15 pm – 7:00 pm • 6:00 pm Award Presentation

Professional Development Center
Pennsylvania College of Technology
One College Avenue - Williamsport, PA

Chairpersons:

Mike Gaetano, President—The Hartman Agency, Inc.
Paul H. Rooney, Jr., Regional Director—
Quandel Construction Group, Inc.

Committee:

Davie Jane Gilmour, Ann Pepperman, William Carlucci,
and Elliott Strickland

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For More Information Contact:

Susquehanna Council, Boy Scouts of America
815 Northway Road, Williamsport, PA 17701

Richard Morse, District Executive (570) 326-5121 x 102

Dave's Pro Auto Receives Revolving Loan Fund

Dave's Pro Auto Service is expanding and will be moving into their new location at 224 S. Market Street, South Williamsport in early 2019. The Revolving Loan program provided additional financing for the project which included real estate and new equipment. The new location will provide the business with twice the space of their previous facility.

"Nancy was very helpful in getting the loan approved. It is a good program to help businesses expand", said Dave Basuinger, Daves Pro Auto Service Inc.

Dave's Pro Auto Service Inc. will be celebrating their new location with a ribbon cutting ceremony. Details on a date & time coming soon.



(from l to r) Nancy Eischeid, Vice President/CFO of the Williamsport/Lycoming Chamber of Commerce; David and Emily Bausinger of Dave's Pro Auto Service Inc.; and Halle Niklaus, Revolving Loan Committee member.

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

FEATURE MEMBER

Mid-State Beverage: Half a century of expansion

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

Mid-State Beverage has been a big part of the Williamsport business community for nearly 50 years.

Located at 1850 E. Third St., the building serving as its warehouse and distribution center is centrally located to best serve its clients in a 12-county region.

Sales manager Paul Gephart noted the recent changes at the site, including the addition of space to accommodate a growing product line.

About 50 people are employed by the business carrying out sales, delivery, warehouse and office duties tied to beer, flavored soda, tea, cider, and other beverages.

Between Thanksgiving and the end of the year marks the busy time for Mid-State Beverage with
(See Page D-9)



MIKE REUTHER/Sun-Gazette
Mid-State employee Randy Little operates a forklift in the store's warehouse. At left, Paul Gephart, left, and Ted Weiss, general manager.



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Mid-State Beverage: Half a century of expansion

From Page D-8

holiday celebrations and related events, Gephart noted.

General manager Ted Weiss said Mid-State strives to be the premier beer and beverage wholesaler in northcentral Pennsylvania.

“We have over 500 brands of beverages, including 160 types of draft beer,” he said.

The business serves some 550 taverns and bar-rooms and 70 distributors.

The business is challenged with keeping up with the ever-changing beer and beverage trends and the growing numbers of products on the market.

The increase in recent years just of craft beers is an example.

Mid-State distributes for Riepstine’s Pub, Old Forge Brewing Co. and New Trail Brewing Co., three area microbreweries which have located in the area in recent years.

Gephart said it’s part of the trend of the beer industry in which everyone “wants to try something new.”

Breweries are producing many different kinds of beer too.

“In just the past year alone, we have acquired more brands,” Gephart said.

Mid-State Beverage delivers every day but Sunday, servicing the following counties: Lycoming, Clinton,

Sullivan, Potter, Bradford, Tioga, Columbia, Montour, Union, Northumberland, Snyder and Schuylkill.

The business was launched in 1970 by Don Heim who remains owner and an active part of the enterprise.

Over the years, Mid-State has given back to the community.

The business partners with Billtown Cabs and Lamar Advertising to provide rides for people too intoxicated to drive.

“On our 30th anniversary we implemented the program to give back to the community,” Weiss said. “It helps with responsible consumption.”

Mid-State has also been recognized for its good business practices.

Most recently, it earned recognition from MillerCoors for quality assurance.



Above left, Angela Garner works in the office. Above right, Dustin Pasinello loads a delivery truck using a forklift.

MIKE REUTHER
Sun-Gazette



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Leadership Lycoming Program Day

Leadership Lycoming, Law Enforcement and the Judiciary

The Leadership Lycoming Class of 2019 had the opportunity to ride along with the Williamsport Police Department as a lead into their Law Enforcement & the Judiciary Day. The class visited the courthouse and met with Lycoming County Judges Butts, Linhardt, Lovecchio, and Jerri Rook, Facility Canine Handler and Executive Secretary to Judge McCoy, learning everything about being a judge and what responsibilities they each have. The class learned about Lycoming County's Adult Probation from Bryan Bower and Christina Lepley. The class took a break to walk to the Michael Ross Room at the Trade & Transit II for a session on transition and re-entry back into the community with Nicole Miller, Transitional Living Centers and Michael Boughton, GEO Group, along with two people who have completed their programs and are now successfully engaged in the community.

After a session of speaking to Captains Miller and Mayes and lunch with the District Magistrates, the class had the opportunity to tour the Lycoming County Prison. To end the day, the class learned more about active shooters and ALICE from Detective Willy Weber, and the Bail Release Program from Harry Rogers.

Thank you to the Lycoming County Courthouse, Lycoming County Judges, Trade & Transit II and the Lycoming County Prison for allowing the class to spend valuable time learning about law enforcement and the courts during this day.

Thank you to Anthony Pace, Pennsylvania College of Technology and Becky Yeagle, Herman & Luther's Barn for being class reporters.

Special thank you to our program day sponsor, McNerney, Page, Vanderlin & Hall.

MCNERNEY, PAGE,
VANDERLIN & HALL



www.leadershiplycoming.org

(right) Jedi, a facility dog at the Lycoming County Courthouse, greets Leadership Lycoming class member Valerie Fessler as she enters the courtroom. Jedi provides an invaluable service, especially to children, who may be participating in challenging court proceedings. Jedi provides comfort and support throughout the experience.



(right) Staff members from the Adult Probation department shared the variety of services and options offered to those on probation. These services included programs like electronic monitoring and other incentives to limit recidivism. Each probation officer with the department has a caseload upwards of 60 per officer.



Follow Leadership Lycoming on Facebook!



Leadership Lycoming - Program Sponsorships Available

(right) Leadership Lycoming class members talk to Williamsport Bureau of Police senior leadership about their police ride-along experiences which took place in the weeks leading up to the Law Enforcement and Judiciary Class Day. All class participants had the opportunity to ride along with an officer for up to 4 hours on a shift of their choosing.



Leadership Lycoming Projects

With 24 professionals working in various businesses, institutions, and organizations throughout Lycoming County, the Leadership Lycoming Class of 2019 kicked off its class project, volunteering at the Tails on the Trail benefiting the Lycoming County SPCA on Sunday, October 14 at Trinity Farm, Pennssdale. This event marked the first of eight that Leadership Lycoming will take an active volunteer role in throughout 2018/2019 in support of a variety of nonprofit organizations throughout the county.

"Each year, one of the great values of going through the Leadership Lycoming program is learning about the hard work being done at charitable organizations, and the real need for volunteers," said Michael Pontious, Leadership Lycoming Operating Committee Chair and a 2012 graduate of the program. "This year, we decided to take the class project aspect of the Leadership Lycoming program and work with a wide variety of area organizations to help provide that much-needed support to make their programs a success."

At the Tails on the Trail event, a unique 2-mile walk, class members supported the vendors, marked the hiking trail, and staffed the trail during the event. In November, Leadership Lycoming class members and alumni supported meal service at Sojourner Truth Ministries.

Watch for more projects in the coming months.



Leadership Lycoming Class of 2019 members ready to help with the Lycoming County SPCA's Tails on the Trail event in October are (l to r) Kristin Caringi, Sebastian Peipher, Holly Chapman, Stephanie Russell, Jamie Sanders, Erin Shelinski, Rachel Planas and Danielle Bailey.



www.williamsport.org

www.vacationpa.com

www.leadershiplycoming.org

Upgraded Database Provides Members with Quicker, Emailed Invoices

A few months ago we provided our members with login capabilities for the Member Information Center (MIC). With this login members get to register for events, conveniently pay invoices online and view/edit their company profiles. We have received positive feedback about the new system and look forward to adding additional features.

In the excitement of the new system, we overlooked notifying our members that invoices once mailed are now being delivered via email.

The subject line of the email reads,

"Invoice from Williamsport/Lycoming Chamber of Commerce".

If you have any questions or prefer to receive your invoices via physical mail, please contact the Chamber at (570) 326-1971 or chamber@williamsport.org.



Leadership Lycoming Class of 2019 members ready to help serve a meal at Sojourner Truth Ministries in November are (l to r) Daryl Yount, Marla Kramer, James Haywood, Kristin Caringi, Rachel Planas and Danielle Bailey.

Interested in joining the Chamber?
For more information, call the office at
(570) 326-1971 or apply online at:
www.williamsport.org

SMALL BUSINESS

'Tis the season at downtown city business

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

Santa Claus is climbing up the side of the building and the big chair is atop the store roof.

That means it's the holiday season once again at Aquarius Pools & Patio, Williamsport.

But it's inside this downtown business, at 170 Pine St., where a customer can really get into the holiday spirit and find perhaps the area's biggest selection of Christmas decor in the weeks leading up to Dec. 25.

Artificial trees, wreaths, garlands, ornaments, nativity scenes, collectibles and many other types of items for dressing the home or business for the holidays crowd the floors of the store, as if competing for space.

"We have Christmas music. We have popcorn. You get the whole aura of Christmas here," store manager Pam Keefer said.

For nearly 25 years, customers have been flocking to the store for their holiday purchases.

Pools, pool equipment and supplies and patio accessories also are a big part of the business during the warm weather months of the year.

But in late fall, the store is completely transformed into a kind of winter wonderland.

"It takes eight weeks

to set it up," Keefer said. "We start right after Labor Day. We do an open house at the end of October."

By Thanksgiving, with the arrival of the Christmas season, holiday customers are flocking to Aquarius Pools.

Keefer said the store has a big selection of artificial trees.

"Artificial trees have evolved," she said. "Some have LED lighting. We even have trees this year you can control with an APP on your phone."

The store also will fix and repair trees and lights.

The wreaths sold from the store can be custom made.

Sales associate Rachel Camp noted that the store has many different kinds of ornaments too.

"We do offer outside decorating," she said.

Keefer said people will come from out of the area to shop at the store and to absorb the holiday atmosphere.

By March, the store has undergone a successful transformation for its pool, spa and patio customers.

"We do in-ground and above-ground pools," Keefer said. "We can pretty much do anything."

In addition, pool cleaners and chemicals and other supplies are available.



Store staff are trained in water testing.

Keefer said the patio furniture sold at the store is American made.

"We can fix their furniture for them," she said.

Keefer likes the downtown location for the store, which she feels has undergone a kind of resurgence in recent years.

The business is growing and is expected to continue its expansion.

Aquarius Pool is open seven days a week.



NEW MEMBER

Under Pressure: Helping working industries succeed

By **BARBARA CIOFFI**
Sun-Gazette Correspondent

Randy Pfirman, owner and president of Under Pressure Connections, 825 Route 15, South Williamsport, knows how to meet the needs of his industrial, construction and farming customers both locally and out-of-state.

The company provides both hydraulic and water transfer hosing, cylinders, tubing and hydraulics supplies along with 24/7 equipment service availability.

Also, testing and certification services help assure customers their hoses are not leaking or even that their tank trucks meet all federal and state regulations before hitting the road.

Those services are offered to any customers who need them, not just those who purchase from Under Pressure Connections, Pfirman emphasized.

The tank truck division of the business goes well beyond on-site federal and state testing and certifications. A customer who needs a tank truck can deliver the cab to Under Pressure, where a worker will then completely build and assemble everything behind the cab to the end of the truck, Pfirman said.

Cylinder repair is now a growing part of the business.

A new shop area with a specialty machine to break down cylinders makes Under Pressure unique in the area. "There are very few of these machines in the state," Pfirman said.

A tube bending department is another important component of the business.



Above left, Under Pressure Connections workers Steve Temple, at left, and Lucas Quigel, at right, are ready to get to work at the hose repair station. Above right, Jeff Fuoss stands in front of tank truck he is building for a commercial customer at Under Pressure Connections.



BARBARA CIOFFI/Sun-Gazette Correspondent

Several years ago, Pfirman saw the potential in serving companies and workers engaged in gas and oil drilling of the Marcellus Shale field.

"I learned about what they wanted and their needs," Pfirman said.

In many cases at the beginning of that boom, he "was the only guy in town" who knew how to meet those needs.

He even offered a hose with a very large, 8-inch diameter, an unusual size to find anywhere, he noted.

Working for a corporate

employer for several years after selling the original business, Pfirman felt constrained from running his shop in the way he felt was best.

"I'm an inventory guy," he explained. Pointing to his "layers" and layers" of parts and industrial supplies, Pfirman added, "Corporate just doesn't get that."

Accountants and "bean counters" would tell him he only needed two of something, but Pfirman wanted to put his customers' needs first.

"If you don't have it, you

can't sell it," is a business philosophy that serves the company's bottom line and also satisfies the customer who may need to get his equipment up and running quickly.

Two years ago, with the corporate owner long gone, Pfirman reopened as Under Pressure Connections.

The company has ten employees split between the South Williamsport site and a second location which recently opened in Jersey Shore.

"Pfirman knew he wanted to work with machines and

mechanical principles as a seven-year old and is so happy in his chosen career that he considers his work a hobby rather than a job.

"I have really good people," Pfirman explained, expressing appreciation to Career Link for helping him find workers with the right skills to help his company thrive. Pressure Connections serves large customers like PennDot, Superior Plus, Oz Drilling, Pilot Flying J, HRI, Inc. and Ensign Energy Services as well as smaller businesses.

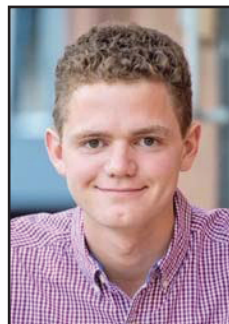
Student of the Quarter



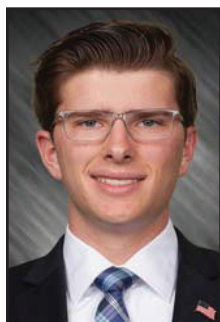
Anne Weller
St. John Neumann
Regional Academy



Aubry Divler
Montgomery Area
School District



Connor Rude
Loyalsock Township
School District



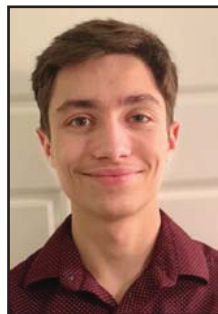
Kurtis Johnson
Montoursville Area
School District



Lauren Hall
East Lycoming
School District



Liam Ferry
Williamsport Area
School District



Maxwell Ferguson
Jersey Shore Area
School District



Tanner Gold
Muncy School
District



Jovanna Fagnano
South Williamsport
Area School District

E-Marketplace

Place your Marketplace flyer in our E-Marketplace
E-blast for only \$75!

Be viewed by an additional 3100+ subscribers.

Fill out the Marketplace registration form
and email a PDF of your flyer
to tmueller@williamsport.org.

Questions? Call the Chamber at (570) 326-1971.



**WILLIAMSPORT/LYCOMING CHAMBER OF COMMERCE
CORDIALLY INVITES YOU TO ATTEND**

11th Annual Denim & Diamonds

Saturday, February 2, 2019
6:00 pm - 11:00 pm
Farrington Place
416 West Third Street, Williamsport

Reception 6:00-7:00 pm ♂ Food Stations 7:00-9:00 pm ♂ Dancing 8:00-11:00 pm
Enjoy an evening with good friends, good food and
the sounds of the Central City Orchestra!

MAKE YOUR RESERVATIONS NOW!

- ☐ **Musical Entertainment Sponsor** - \$3,000
(2 available)
Includes: 10 seats, sign at reception, recognition in printed material, and opportunity to introduce band.
- ☐ **Food Stations Sponsor** - \$2,500
Includes: 8 seats, sign at reception & food station, recognition in printed material.
- ☐ **Photography Sponsor** - \$1,500 ☐ **Centerpiece Sponsor** - \$1,500
Includes: 4 seats, sign at reception, recognition in printed material.
- ☐ **Group Rate (8)** - \$600-Reserved table for 8
- ☐ **Group Rate (10)** - \$750-Reserved table for 10 **Individual** - \$85 ☐ **Couple** - \$155

Casual to Formal Attire Welcome!

Company/Contact Name: _____
Sponsorship/Reservation _____ Total Amount: \$ _____
Please choose a location for your table: ☐ Lounge (Quiet) ☐ Banquet Room (Band) ☐ No Preference

☐ MasterCard ☐ Visa ☐ Discover ☐ AmEx ☐ Check Enclosed ☐ Please Invoice
card# _____ exp. ____/____ CVV# _____

Cardholders Name/Signature _____
Cardholders email (for receipt): _____
Attendees: _____

Reservations requested by January 25, 2019. No sponsorship/reservation cancellations will be accepted after January 28, 2019.
Return to: The Chamber of Commerce, 102 West Fourth Street, Williamsport PA 17701
FAX: 570-321-1209 or register online at www.williamsport.org

Election & Legislative Update



It was an informative morning at the Election & Legislative Update held at The Historic Genetti Hotel & Suites. Thank you to all who attended.
(From l to r) Williamsport/Lycoming Chamber of Commerce President/CEO, Vince Matteo; Senator Pat Browne; Senator Gene Yaw; & Williamsport/Lycoming Chamber of Commerce Chair of the Board, Mike Gaetano.



Montoursville Street Banner Order Form



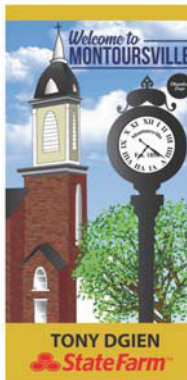
The Montoursville Chamber of Commerce is coordinating street banner sponsorships to help to bring pride to our Borough and recognition to our businesses.

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

ONLY 21 BANNERS AVAILABLE

You have the opportunity to assist with this project by sponsoring a banner. Sponsorship includes the option of displaying your company name AND/OR logo (see example at right). Logos can be displayed at no additional cost.

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



Member Renewals

Received between November 1st and November 29th

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

Members 60+ Years

McCormick Law Firm
Spitler Funeral Home, Inc.
The Hartman Group

Members 41-60 Years

Casale & Bonner P.C.
D & M Tool and Machine Company, Inc.
Frito-Lay, Inc.
Mid-State Beverage Co.

Members 21-40 Years

Anthony H. Visco, Jr. Architects
Attractive Alternatives
Beiter's Home Center
Blaise Alexander Chevrolet, Inc.
Community Services Group
CSR Enterprise Networks
Dixon A. C. & R. Corporation
Durdach Bros., Inc.
East Lycoming School District
Ettinger's Landscaping Services and Garden Center
Faxon Cleaners, Inc.
First Community Foundation Partnership of Pennsylvania
Lundy Warehousing, Inc.
Lyco Lube Xpress
Lycoming County Fair Association
Moff & Associates
Montgomery Borough
Office of Vocational Rehabilitation
Pudgie's Pizza
Roan's Transfer & Storage, Inc.
Sanders Mortuary, LTD.
South Williamsport Area School District
Tory Leather
Vinnie's Italian Eatery
Weather Control Company
Williamsport Scottish Rite

Members 11-20 Years

Advanced Real Estate Settlement Services, Inc.
Buttorff's Hardware, Inc.
Callahan's Antiquities
Discovery Machine, Inc.
First United Methodist Church
Glass & Burns Inc. DBA Catherine Burns Insurance Services
Hans CedarDale Satellite, Inc.
Happy Acres Resort
Holy Cross Orthodox Church
Hudock Capital Group LLC
J & M Construction Specialty, Inc.
Keystone Advertising Specialties
Keystone Leather
Loyalsock Township School District
LPL Financial
Malee Law Firm, P.C.
Merrill Lynch, Pierce, Fenner & Smith
Montoursville Borough
Mr. Sticky's, Inc.
PALCO Federal Credit Union
Quality Air Mechanical, Inc.
RDJ Enterprises
Richard R. Motter Agency
Susquehanna Marble and Granite, LLC
The Flatiron Salon
The M Group
The Olde Barn Centre/Antiques & Such
TURA Inc.
Webb Weekly
Weichert Realtors Premier
Wayne Township Landfill

Members 6-10 Years

AC Cruz State Farm Agency
Acme Barbecue & Catering
AmeriSpec Home Inspections
CDI-Infrastructure, LLC dba L. R. Kimball
Keystone Communications
MoJo Active
SEDA-COG Joint Rail Authority
The Clothier
The Lycoming Foundation

Members 1-5 Years

Accelerated Speed Dynamics, Inc.
Aerotek Inc.
Alabaster Coffee Roaster & Tea Co.
Buffalo Wild Wings
Crystal Lake Camps & Ski Center
Echo Flooring Gallery
Erb's West End Family Market and Catering
Family Practice Center - Cornerstone Family Health
Farrington Place
Hepburn Township Supervisors
Johnson Controls, Inc.
KGD Wealth Management
Leclerc Foods USA, Inc.
MedStaffers
Muncy Industries
PrimeLending
Rise & Shine Nutrition
St. John Neumann Regional Academy
West Branch Human Resource Society
Wheeland Lumber Co., Inc.
Zeigler Law Firm, LLC



Chamber Member Discount

*Working to meet the needs
of our members*



Radio Advertising

WKSJ-FM 102.7
WBYL-FM 95.5
WVRT-FM 97.7
WRAC-AM 1400
WRKK-FM 94.9

iHeartMedia offers new
Chamber members (per month):

Eighty – :30-second radio
commercials on station of
choice;
and a matching schedule on
iHeartRadio.

One – 300 x 250 rotating web
banner per station purchased,
and 30 minutes to promote your
business on Ted Saul's
Sunday Morning Magazine
which airs on all iHeartMedia
stations.

Price by station: WKSJ – \$1900,
WBYL – \$800, WVRT – \$900,
WRAC – \$800, WRKK – \$500
(Offer good for new Chamber
members, that are not current
advertisers.)

From more information
please contact:

iHeart Media
1559 West Fourth Street
Williamsport, PA 17701
(570) 327-1400
<http://kiss1027fm.iheart.com>

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Williamsport Sun-Gazette, December 2018

THIS HOLIDAY SEASON



WIN BIG

WITH LEADERSHIP LYCOMING!


TICKETS ARE AVAILABLE NOW!

For \$5.00 you can have a chance to win every day in January.

Leadership Lycoming is selling raffle tickets for the month of January.

Each numbered raffle ticket will give you 31 chances to win. When the PA Lottery **Pick 3 evening number** is drawn and it matches your number, then you win that day's prize. Prizes range from \$25 to \$250.

(Winners are paid two weeks following the drawing)

 **Leadership Lycoming**

Rules: All numbers played straight. Winning number based on the PA Lottery Pick 3 Evening Number only. Winners paid within two weeks following the drawing.

EACH TICKET COST \$5.00 - ONLY 1000 TICKETS SOLD

Leadership Lycoming is a program of the Williamsport/Lycoming Chamber of Commerce

Proceeds support the Leadership Lycoming Program Lic. No.510

Su	M	T	W	T	F	S
JANUARY 2019						
		1	2	3	4	5
		\$30	\$50	\$25	\$45	\$30
6	7	8	9	10	11	12
\$40	\$35	\$50	\$25	\$35	\$40	\$25
13	14	15	16	17	18	19
\$25	\$45	\$35	\$30	\$45	\$50	\$40
20	21	22	23	24	25	26
\$30	\$25	\$250	\$30	\$35	\$50	\$25
27	28	29	30	31	THANK YOU!	#000
\$40	\$45	\$25	\$40	\$35		

Name _____

Address _____

Phone _____

Email _____

#000

Get your tickets now before they are gone!

They make great stocking stuffers or a gift for that hard-to-buy-for person or a small thank you gift.

Contact Leadership Lycoming to purchase your tickets:

570-326-1971

or visit the Chamber at 102 W. Fourth Street in Williamsport.

Leadership Lycoming is a program of the Williamsport/Lycoming Chamber of Commerce