



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

**Leadership Lycoming's
Fabulous Fall Jamboree!**

**Chamber Urges 'NO' Vote
on November 6th**

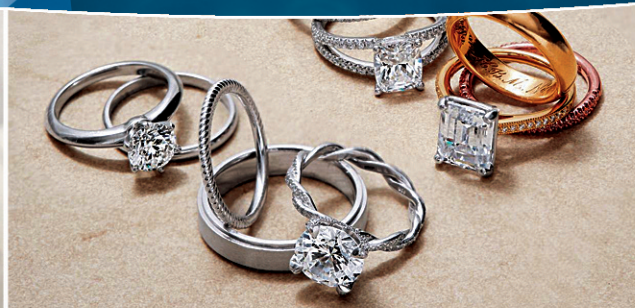
**Don't Miss the last 2 PM
Exchanges of 2018!**



**f Find us on
Facebook**



**FLATIRON SALON
HAS CARVED OUT
NICHE IN CITY**



The Chamber View



Vincent J. Matteo, President/CEO

Well, my next to last column as Chamber President (I will pause for the cheers to die down)!

All kidding aside, it is difficult to believe. After 17 plus years it will certainly be different, but more about that next month. This month, the big news is, or will be, the 2018 election both on a local level and a state level. I have to admit that I have some really strong feelings about all the races going on and, while as Chamber President, and certainly in this column, I will not give you my personal point of view of who I will be voting for on Tuesday. I imagine most of you can figure that out on your own. Like many people I know, I am tired of the divisiveness that permeates our politics and government these days. It seems if you disagree with someone, you are evil. I also am tired of all the ... let's say lies, you hear on ads run by candidates or their supporters. You hear how this guy saved jobs and they make it sound like they did it themselves or you hear how their opponent is the worse person who ever walked the face of the earth. We really need to get back to where we can disagree on policy, debate it and then move on and maybe even still have lunch or

dinner together. I truly believe this country is being pulled apart at the seams by the extremes. We need to tell our leaders and ourselves that it must stop. If we stop doing it and our leaders don't, then let's vote them out of office – or if it is someone running for an office but not yet in that office, don't vote for him or her. If we started doing that, then maybe they would listen. We have come to a point where people actually oppose nominations to the Supreme Court – as just one example – before the nomination is even made! How can that be? How have we let that happen and be okay with that sort of thing. Now, before you go and say I am picking on one particular Senator – I am not – many did it and some would not even meet with the nominee. Talk about not having an open mind. This is not support or opposition to the last nominee, just saying you should at least sit down with any nominee the President appoints to any position and at least talk to them before you announce you are against them. I don't care if the President is a Republican or a Democrat or if we are talking about the Governor appointing someone to a state position. How can you not have the civility to meet with a nominee? Have we fallen that far? The same goes for a policy or a proposed policy. Regardless of who is proposing something, you should

have the courtesy to read it before you oppose it. I do not care if it is a Democrat, Republican, Independent or one of a number of other minor parties presenting it, in this country we should be willing, at the very least, to listen to what someone has to say and then, even if we disagree, not label them as evil. That is my rant for the month.

So, tomorrow is election day and I sincerely hope you go and vote. I like to remind people that voting is a privilege not a right. It can be taken away. So please exercise your privilege. There are important races. U.S. Senator, U.S. House of Representatives, two State Legislators for Lycoming County and, in Williamsport, two questions on the ballot – one supporting a change in the form of government from the current Strong Mayor to a Council-Manager form where there really would be no mayor and Council would pretty much run everything through a manager they would hire. The second question would be to adopt a Home Rule form of government – in the version drafted, there would be a Mayor with some powers – especially in the area of economic development and he/she would be elected. You can vote YES or NO on either form. If both fail, then we will keep the form of government we currently have. If you vote yes on one and no on the other, then the form would change to the one that passed. If you

vote yes on both and they both pass – well – see you in court because that is probably where it would end up. As with anything, there are pros and cons to all three forms – Strong Mayor-Council, Council-Manager (sometimes referred to as weak Mayor) and Home Rule. At their meeting of October 31st, the Executive Committee of the Chamber voted unanimously to urge residents of the city to vote no on both questions. You can read more about that in another article in this newsletter today. As a member of the Chamber Executive Committee, I agree completely with the decision to strongly recommend a no vote. It is a very important question. In fact, probably the most important one I have seen on any ballot in a very long time.

Since the Christmas Season seems to start

earlier this year, let me give my annual plea to all of you to shop locally if you possibly can. Even if you shop online, many of our local stores have online buying. But I recommend getting out and seeing the decorations and experience the good cheer that abounds between Thanksgiving and New Year's. Even with the cold weather, it is the best time of year and let's make it even better by buying local and helping our neighbors. Remember, the job you save may be your own.

In a few short weeks it will be Thanksgiving and, despite all the fighting we seem to do, we still live in a great country and we certainly live in a great part of that country. Lycoming County is a wonderful place to live and we all should be thankful for that. And, that's the Chamber View.

Get Connected With Your Chamber!

www.williamsport.org
e-mail: chamber@williamsport.org
Phone: 570-326-1971

Williamsport/Lycoming Chamber of Commerce Staff Main Office - 570-326-1971

President/CEO	Dr. Vincent J. Matteo
570-320-4201 - vmatteo@williamsport.org	
Editor	Taryn Mueller
570-320-4209 - tmuellet@williamsport.org	
STAFF	
Executive Vice President, Economic Development & Executive Director, Lycoming County Visitors Bureau	
570-320-4213 - jfink@williamsport.org	Jason Fink
Vice President & Chief Financial Officer	
570-320-4206 - neischaid@williamsport.org	Nancy Eischaid, CPA
Executive Secretary	
570-320-4201 - crobbs@williamsport.org	Cindy Robbins
Financial Assistant	
570-320-4205 - lknowlden@williamsport.org	Lori Knowlden
Leadership Lycoming/Special Events Coordinator	
570-320-4202 - sjones@williamsport.org	Sharon Jones
Tourism Coordinator	
570-320-4208 - gedwards@williamsport.org	Regina Edwards
Marketing & Membership Coordinator	
570-320-4209 - tmuellet@williamsport.org	Taryn Mueller
Receptionist	
570-326-1971 - receptionist@williamsport.org	Amy Hamm

At their meeting of October 31, 2018, the Executive Committee of the Board of Directors of the Williamsport/Lycoming Chamber of Commerce voted to urge registered voters in Williamsport to vote no on November 6th on the two ballot questions asking the voters if they want to change the form of government in the city. The Chamber Board of Directors had the Chairs of both the City of Williamsport Government Study Commission and the Williamsport Charter Commission attend the separate Board meetings to present their group's findings to the Board members.

Chamber President Vince Matteo stated: "After a good deal of discussion, the Executive Committee of the Board believed neither group has made a compelling argument to change the form of government nor enough good reasons to choose one of the two alternatives over the other. It is believed that while both groups worked diligently, openly and with the best intent, the argument for change is not strong. Among other factors, the Executive Committee members believe the current system of a Strong Mayor form of government allows for the checks and balances required and necessary to make government

responsible to the citizens they are supposed to serve; putting all the power in the hands of one body of government is not, in the Chamber's opinion, in the best interest of the residents and business taxpayers in Williamsport."

The Executive Committee believes that part of the problem in this process is that there are two choices on the ballot – something that causes confusion among all voters regardless of how open and public the process was. The Committee believes any change in the form of government is too important a decision to be clouded by competing proposals on the ballot. In addition, should both questions be approved by voters, the city will be in limbo until, in all likelihood, a judge will decide which form is chosen. This decision should not be left to the courts.

"We applaud the work of both groups and thank them for their concern for the future of the city, but we respectively disagree with the conclusions they reached and urge all registered voters to vote no on both ballot questions regarding a change in the form of government for Williamsport" stated Dr. Matteo.

EDPACLC ANNOUNCES ENDORSEMENT OF SCOTT WAGNER FOR GOVERNOR

The Economic Development PAC of Lycoming County (EDPACLC) has announced its endorsements in the upcoming elections to be held on Tuesday, November 6, 2018 for the offices of Governor of Pennsylvania as well as for State Representatives in the 83rd and 84th Legislative Districts.

(It should be noted that EDPACLC does not endorse elections for federal offices i.e. President, United States Senator or House of Representatives).

WALKER FOR GOVERNOR

For the office of Governor, EDPACLC is pleased to endorse former State Senator Scott Wagner over incumbent Governor Tom Wolf. We believe that Mr. Wagner will better work with the State Senate and the State House of Representatives to bring common sense reform to Pennsylvania government with a reduction in burdensome and unnecessary regulations that stifle businesses' abilities to prosper and create jobs. We believe Mr. Wagner is better suited to lead Pennsylvania to a more prosperous future. We remain concerned that Governor Wolf continues to push for a natural gas severance tax while claiming there is no tax on the industry – refusing to recognize that the Impact Fee is, in fact, a special tax on the largest job creators we have seen in many years. In addition, in his first several years in office Governor Wolf proposed drastic increases in the Personal Income Tax and Pennsylvania Sales Tax – moves that, if adopted, would have cost Pennsylvania families and small business owners thousands of dollars. We fear if re-elected, the Governor will once again call for onerous tax increases on everyday Pennsylvania working people and small business job creators. In contrast, we believe Mr. Wagner will strive to lower costs to avoid unnecessary increases in Pennsylvania taxes.

Governor Wolf has also vetoed important legislation such as HB 2138 which passed both the House and Senate with votes from both sides of the aisle. HB 2138 would add work requirements for able-bodied adults to receive medical assistance in Pennsylvania. This veto came despite the fact that a poll from the free market Commonwealth Foundation from earlier this year found two-thirds of Pennsyl-

vanians supported work requirements for able-bodied medical assistance recipients. In addition, the bill was crafted so it would exclude those unable to work. Governor Wolf also recently vetoed important legislation that would have dealt with public debt and one dealing with price gouging during emergencies.

EDPACLC believes a change is needed and Scott Wagner will bring much needed fiscal responsibility to the Governor's office.

EDPACLC ENDORSES EVERETT & WHEELAND FOR REELECTION TO THE STATE HOUSE OF REPRESENTATIVES

The race for the two Legislative Districts that cover Lycoming County comes down to a simple choice – do you want to re-elect two office holders who share the conservative values most residents of Lycoming County share or do you want to elect two candidates who echo the themes of more government intrusion in our lives. We at EDPACLC believe we prefer the first choice – proven moderate-conservative voices who understand their constituents and who have worked to keep taxes low, lessen the regulatory burden on businesses and create family sustaining jobs. Therefore, we are proud to endorse Representatives Garth Everett and Jeff Wheeland for re-election to the 84th and 83rd Districts. Both gentlemen have worked hard for constituents regardless of their party registration or political beliefs and both maintain open minds to ideas to improve our region.

GARTH EVERETT

Supporting Garth Everett for an additional term in Harrisburg is an easy call. His record in representing our community is unmatched. His understanding of the economic and social issues we face makes him the right choice. He has steadfastly supported policies that will build a stronger economy and create family-sustaining jobs and he has been a strong advocate for protecting our environment.

Representative Everett has also been in support of privatizing our state liquor system realizing that, in the long run, all of Pennsylvania will be better off with the private sector running something that should not be a function of government. And he believes Pennsylvanians should not be burdened with higher income and sales taxes as a way to spend money on unnecessary programs over more money on already well-funded government programs.

(continued on p. 4)

He is an outdoorsman who understands the need to maintain our environment and looks for ways to balance the need for economic growth with the need to maintain and safeguard our beautiful Pennsylvania outdoors.

Representative Everett also supports efforts to work with members of both sides of the political aisle and has built a reputation as someone willing to listen to all points of view - something too many in office do not seem to want to do.

The clear choice based on his record is to re-elect Representative Garth Everett to another term representing the 84th District. Something he has been outstanding at doing and we believe will continue to be.

Finally, Representative Everett has reached a place of seniority in the House that will bode well for our region.

Therefore, for all the above reasons and more we are pleased to recommend the re-election of Representative Garth Everett to the State Legislature.

JEFF WHEELAND

Representative Wheeland has proven to be a passionate supporter of a strong economy and common sense reform in Harrisburg during his tenure as State Representative. Seeking his third term, Mr. Wheeland has shown he is a fiscal conservative with an open mind to the ideas of others. His years as County Commissioner prior to being elected to the State House of Representatives, allows him the ability to know, firsthand, the needs of local government and the needs of the citizens of Lycoming County. A strong advocate for gun owner rights and the second amendment, Representative Wheeland, along with Representative Everett, has sponsored numerous gun safety and registration seminars over the course of the past several years.

As someone who owned a family business, Wheeland knows the importance of working with businesses to create family - sustaining jobs and not against them. He has worked tirelessly in Harrisburg to ensure a strong Pennsylvania economy that does not overburden our job creators. And, just as he has worked to create jobs, he has fought hard to avoid unnecessary tax increases.

He has also been in the forefront of the fight against the opioid epidemic and the need to help all those who are vulnerable to defeat this modern day health epidemic. His efforts locally and in Harrisburg has shown a fighting spirit that will not allow the spread of opioids to advance without a fight.

Finally, Mr. Wheeland has proven himself to be a champion of good education through his support of increased spending for our children's education and his willingness to work with educators and parents in finding the best solutions to the difficult questions facing our education system today.

For these and many other reasons, the Economic Development PAC of Lycoming County urges you to re-elect Jeff Wheeland to the Pennsylvania House of Representatives.

We urge all registered voters to step forward and voice their opinion by voting on election day for these offices and the important races for the U. S. Senate and House of Representatives. Voting is a privilege we should take full advantage of employing.

The purpose of EDPACLC is to encourage good citizenship through the personal and financial participation of its members in the legislative and election process; the protection and preservation of Constitutional institutions and the private enterprise system; and, in particular, the protection and advancement of the business climate in the Commonwealth of Pennsylvania.

Get Connected With Your Chamber!

www.williamsport.org

e-mail: chamber@williamsport.org

Phone: 570-326-1971 • Fax: 570-321-1209

Welcome New Chamber Members!

Highland Photography Studio

Mr. Eric Beiter
600 Highland Terrace
Williamsport, PA 17701
(570) 772-9731
www.highlandphotographystudio.com
Photographers

Outback Roos, LLC.

Mr. Josh Davis
495 Lycoming Mall Circle
Muncy, PA 17756
(570) 935-0880
www.outbackroos.com
Entertainment/Arts/
Amusements

Infiniti Pins, Inc.

Mr. Dan Murphy
7500 Energy Court, Suite 7
Curtis Bay, MD 21226
(443) 240-7750
<http://InfinitiPins.com>
Awards/Trophies

Salon Magnolias

Ms. Andrea Sepanski
1322 West 4th Street
Williamsport, PA 17701
(570) 601-4902
<http://salonmagnolias.com>
Salon - Full Service/Day
Spa

Kutney Insurance Agency Inc.

Mr. Mike Kutney
2495 East 3rd Street
Williamsport, PA 17701
(570) 322-8909
<http://kutneyinsurance.com>
Insurance Agencies

Follow us on Facebook!



Williamsport/Lycoming
Chamber of Commerce

November PM Exchange...

Holiday Inn

Thursday, November 8, 2018

5:00 pm – 7:00 pm

100 Pine Street, Williamsport

The Holiday Inn will feature their state-of-the-art meeting facilities and guestroom accommodations. Guests will experience a sampling of their award winning food and beverage offerings.



Holiday Inn

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

PM Exchanges

Farrington Place Hosts PM Exchange



Thank you to Farrington Place and their staff for a wonderful evening at their recent PM Exchange. Attendees were treated to some of their special menu items as well as a dessert demonstration; Bananas Foster! Accepting a Certificate of Appreciation is Eric and Anna Winters from Barb Wascher, Membership Development & Retention Committee. Thank you for a great networking evening!

Williamsport Country Club Hosts PM Exchange



Thank you to the Williamsport Country Club for hosting a PM Exchange. Attendees were welcomed with Halloween decorations as they arrived. Once inside, they were treated to wonderful hors d'oeuvres by Chef Wood and warm hospitality from the staff. Attendees were welcome to tour the newly renovated Clubhouse.

Presenting a Certificate of Appreciation is Debra Rozyckie, Membership Development & Retention Committee to (l to r) Karen Bower, Administrative Assistant; Emily Hockenberry, Marketing & Events Coordinator; and Diane Trowbridge, Controller & Manager of Club Administration. Thank you for an awesome evening!

Ribbon Cuttings & Open Houses

Montgomery Athletic & Community Center Ribbon Cutting



Congratulations to Montgomery Area School District on the grand opening of MACC (Montgomery Athletic & Community Center), located at 537 Old Road, Montgomery. In attendance (from l to r): Tony Wright, Joe Stoudt, Gary Yocum, Jason Fink, Executive Vice President of the Williamsport/Lycoming Chamber of Commerce; Daphne Bowers, Superintendent of Montgomery Area School District; Paula Yeckley, Paul Stryker, Donna Dietrich, Chris Johnson, Dana Pick, Jon Desantis, Robyn Schriber and Karen Snyder.

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

Salon Magnolias Ribbon Cutting



Congratulations to Salon Magnolias on the grand opening of their new salon located at 1322 West Fourth Street, Williamsport. In attendance (from l to r): Teresa Scoppa, Brooke Wright, Addison Williams, Lisa Goodrich, Loryn Page, Andrea Sepanski, Lacey Stugart, Tarissa Todd, Victoria Morrone and Karen Schweizer. (ribbon cuttings continue p.7)

LEGACY MEMBER

Julie's Coffee: The downtown lunch spot and so much more

By **BARBARA CIOFFI**
Sun-Gazette Correspondent

After 22 years, Julie's Coffee is still pouring hot joe and serving breakfast and lunch to the downtown business crowd and those in the know.

Eric and Tanya Redman, current owners of the eatery, at 33 West Third St., have been hard at work at the stove and the espresso machine respectively for the last six years. With so many regulars coming in every day, Tanya said the business "is our second home."

Referencing the popular TV show of the 1980's she added, "We're like Cheers. 'It's where everybody knows your name.'"

The barista had worked at Julie's for 15 years for previous owner Jim Shillenn and was pleased to be offered the first opportunity to buy the coffee shop when Shillenn decided to sell.

"I love being around people and couldn't imagine doing anything else," she said.

Head cook Eric Redman came ready with his own culinary skill set: he served as general manager of Red Lobster before purchasing the business with his wife. "We had a lot of background in the restaurant business," Tanya said.

Thirsty customers in need of a java jolt can find all the flavored coffees and lattes they can imagine. And Julie's is the only restaurant in the area to provide the Panache brand of coffees from Portland, Oregon, Tanya said, making the shop unique in the area.

A variety of tea choices also are available.

Casual passersby might think Julie's is just a place to grab a quick cup and get to work, but they would be mistaken, Tanya pointed out.

New breakfast and lunch specials are posted in the shop and online every week. Breakfast choices include bagels, muffins, breakfast sandwiches, and omelets.

"We are definitely noted for our amazing lunches," Tanya said. "People talk about our salads," she added. Sandwiches, wraps and soups also are on the lunch menu each day. The Redmans even use some of the original recipes created in 1996 by the original owners.

"We're quick," Tanya explained about the turnaround between placing an order for food and beverage and receiving it, a quality that pleases her customers who may be in a hurry to get back to work.

With just four employees in addition to the Redmans, the crew works smoothly together.

Customer favorites are any of the lattes and the hot chocolates that Tanya makes from scratch. When the weather turns warm, she offers it frozen.

For personal preference in coffee, Tanya likes "the strong stuff," like the espresso based drinks, even though she never drank coffee before working at Julie's. Eric prefers a milder brew.

Julie's Coffee offers after-hours catering services and also provides the venue with food and drink for events like baby or bridal showers.

They have even done rehearsal dinners for weddings.



Above, employee Candice Kratzer and co-owner Tanya Redman. At left, co-owner Eric Redman and employee Cora Collins.

BARBARA CIOFFI
Sun-Gazette

The Redmans enjoy providing the occasional artsy ambience to the coffee shop by displaying works by local artists and vocalists, like Alexis Griess, of Williamsport, who

has been known to perform during the noon lunch hour.

"Great Food, Delicious Coffee and More," serves as the motto for Julie's coffee, which is open Monday through

Friday from 7 a.m. to 2 p.m. and Saturday from 7 a.m. to 11 a.m.



Congratulations to Schoonover Plumbing and Heating, Inc. on the ribbon cutting and grand opening of their Williamsport showroom at 1309 Washington Blvd. (From L to R) Lee Preston, Sales Engineer; Tom Ambruch, Systems Engineer; Eric Schoonover, Chief Operations Officer; Thomas Schoonover, President/CEO; George Schoonover, Co-Owner; and Vince Matteo, President of the Williamsport/Lycoming Chamber of Commerce.



Chamber Organizes School Counselors/CTE Instructors Tours of Members' Businesses

Over 30 school counselors and career tech educators from East Lycoming, Loyalsock, Montoursville, Montgomery, Jersey Shore, Williamsport and Sullivan County toured area industries on October 8 to gain better insight to the types of skill sets required. There were 3 groups of educators that had the opportunity to tour Panda Patriot and Halliburton in Montgomery, Glenn O. Hawbaker and Savoy Contract Furniture in Montoursville and Lycoming Engines and West Pharmaceuticals in Montoursville.

Each industry tour provided them with a general understanding of the types of jobs involved at their operations along with the requirements and traits needed for them. The educators were then given tours to see first-hand the work being performed at these companies.

Educators took away from the tours that there are a number of family sustaining jobs in Lycoming County that do not require a college degree. Additionally, starting wages for many jobs for new entries into the labor market, i.e. high school graduates, provide income in the upper \$20k to lower \$30k range. While not all, many of the manufacturing companies are heavily dependent on technical skills and are not as labor intensive as they were 15-20 years ago.

Soft skills are also important to today's employers. Students need to come into the workforce knowing how to function in a team focused environment with the ability to get along with others. They also need to understand the concept of being on time for work with a ready-to-work attitude upon their arrival.

The day concluded with a lunch presentation that involved representatives from Lycoming College, Penn College and UPMC Susquehanna. Information from the two colleges focused on the training and education provided to students seeking to go on to 2 and 4 year institutions in readying them for employment at local businesses and industries. They also heard about the numerous opportunities available at UPMC Susquehanna for those looking to go directly into the workforce out of high school in addition to those positions open to students seeking post-secondary education. One of many points made by UPMC officials was that not all jobs at a hospital involve direct health care delivery. There are many jobs required to make a hospital system function that don't involve medicine for which people can look to for employment.

The Chamber would like to thank the educators and businesses for their time in making this day happen. It proved to be a mutually beneficial day that furthers the ties here in our community between local schools and businesses.

Follow us on Facebook!



Williamsport/Lycoming
Chamber of Commerce



FEATURE MEMBER

Flatiron Salon has carved out niche in city

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

Since opening its doors more than 10 years ago, The Flatiron Salon has more than carved out its niche in the community.

Located in the historic Flatiron building, at 901 Hepburn St., it offers a full line of hair and styling and other cosmetic services.

"I think it's been a great location," salon manager Cassidy Logue Mayo said.

She manages a staff of more than a dozen people who cater to the needs of customers.

"Everybody does a little bit of everything," Mayo said. "We do lots of colors and cuts. We do tons of massages."

The salon also provides manicures and pedicures and waxings.

Mayo said it's a busy salon, particularly on Wednesdays and Thursdays.

She said she's not sure why those days are busier.

The salon books groups for pre-wedding makeovers.

"In October, we had every single Saturday booked," she said. "People are already booking for next year."

Mayo has many regular customers and new ones, both women and men.

"We have lots of male customers," she added.

With its gleaming hardwood floors, brick walls and overall unique and aesthetically pleasing interi-

See Flatiron Salon on Page D-9



Above, Connie Engler, left, works on the hair of Samantha Gordner, a customer at the Flatiron Salon. At left, the modern interior of the salon, located at 901 Hepburn St.

MIKE REUTHER
Sun-Gazette

Plan Your Party with us!

- Company Parties
- Team Bowling Outings
- Themed Birthday Parties
- "Cool" Indoor Bowling Picnic

HOURS:
Monday - Saturday
10:00 am to Close
Sunday
Noon to Close



1225 River Ave. Williamsport • faxonbowling.com 323-0273

FEATURE MEMBER

Flatiron Salon has carved out niche in city

From Page D-8

or, the salon provides a comforting and relaxing atmosphere.

Mayo said the building's entire interior received a major make-over before it opened.

The salon includes eight chairs and a massage room.

Mayo gives much credit to her staff for making the business work.

"I really can't say enough about the great individuals who work here," she said. "Everyone is very talented. We all get along."

Like many businesses, the salon went through its growing pains, including finding enough people to fill out her staff.

"About eight years ago, we got a big group of girls to come here," she said.

Since those days, the salon has pretty much remained at its full capacity of employees.

"Our staff is amazing," she said. "We don't have a high turnover rate."

Every six months, employees undergo continuing education to keep up-to-date with new trends and products.

Mayo said it's impossible to please every customer every time.

Her biggest challenge is competing with the retail stores and Amazon for sales of hair products.

The salon is open Monday through Saturday.

Appointments are preferred, but the salon does accept walk-in customers.

More information is at www.flatiron-salon.com.

The phone number is 570-320-2875.



MIKE REUTHER/Sun-Gazette

Salon employees hard at work.



MIKE REUTHER/Sun-Gazette

Kathy Logue Mayo with some of the many products the Flatiron Salon offers to customers.



Zartman Construction is central Pennsylvania's full-service general contractor.

Whether you need a new building, a renovation or structural repairs, we will work with you to find a solution.

We don't consider any job too large or too small.

**Sometimes outpromised.
Never outperformed.**

We also have one of the largest fleets of rental construction equipment in the Valley.



3000 Point Township Drive
Northumberland, Pa 17857
Ph: 570.275.4400
www.zartman.com

Good Time at the Jamboree



Everyone is ready for the hayride. 1st stop....the pumpkin patch!
Thank you to Farmer Snyder, Snyders Nursery, for the hayrides and pumpkins!

Finally, some nice weather for hayrides and fun times at the Leadership Lycoming Harvest Jamboree. Families came out to Herman & Luthers Barn for some fall fun. Attendees were treated to a delicious buffet, the kids took part in some fun activities, like, cookie decorating, punch a pumpkin for a few prizes, candy corn count, face decorating and taking a hayride to the pumpkin patch to pick out that perfect pumpkin for Halloween.

Thank you to our sponsors for helping to show everyone a good time. **Event Sponsors** - The Hartman Group, USI Insurance Services, UPMC Health Plan; **Hayride Sponsor** - Community Services Group; **Kids Activities Sponsors** - Hope Enterprises, Adelphoi Village, The Weber Family, Riley, Christopher & Gabriella Terrano. **Donations included** a popcorn machine from Farrington Place, New Trail Brewing Company and Farmer Snyder for the hayrides and pumpkins. A special Thank You to Herman & Luthers for their hospitality.

Leadership Lycoming - Program Sponsorships Available

Leadership Lycoming Learns About Leadership & Community Service

The Leadership Lycoming Class of 2019 began their program days with Leadership & Community Service at the Resource Center at Steinbacher, Goodall & Yurchak, who also was a sponsor for the day. Laurie George, Director of the Resource Center, welcomed the class. Stephanie Steinbacher, UPMC Susquehanna and Class of 2018, shared her graduation speech with the class talking about what the program year meant to her and gave the class some detailed ideas about what Leadership Lycoming is all about. Julie Steinbacher then talked about how to better chunk their time, energy and presence in their job and everyday life. Ron Frick, Lycoming County United Way, spoke with the class about how to be a part of a board. Keith Kuzio, Larson Design Group, gave the class some company and personal leadership experiences.

For lunch, the class was invited to join the Kiwanis Club for lunch. Class members learned of the many events they hold and how their fundraisers benefit many kids' programs in our community. After lunch, the class traveled to the Central PA Food Bank where Tyler Wagner, Am-

ber DePew, UPMC Susquehanna Communication Department and Katelyn Hibbard, Sun-Gazette gave some great media skills training on how to be prepared for interviews. The class toured the Food Bank and finally did some volunteer service by packing apples.

Thank you to Steinbacher, Goodall & Yurchak, AristaCare, Lycoming County United Way and Woodlands Bank for sponsoring this day!

Thank you to Trey Phillips, Phillips Office Solutions, and Marianne DePasqua, Pennsylvania College of Technology for co-hosting the day. Thank you to Marla Kramer, Lycoming College and Eric Sechrist, McTish, Kunkel & Associates for being class reporters.

Thank you to our sponsors:



(left) The Class of 2019 did their community service at the Food Bank. The class waits for the apples to fall onto the conveyor belt so they can bag them up.

Follow us on Facebook!



Leadership Lycoming

Katelyn Hibbard from the Sun-Gazette interviews James Haywood, Career-Link, during their media skills training exercise.



Julie Steinbacher, Steinbacher, Goodall & Yurchak, explains to the class about chunking their time, energy and presence in their job and personal life.



Presented by Senator Patrick M. Browne
Chairman of the Pennsylvania Senate Appropriations Committee

Hosted by Senator Gene Yaw

Thursday, November 8th, 2018
7:30am - 9:00am at the Genetti Hotel & Suites
\$15/person

Register online at <http://business.williamsport.org/events>
or call the Chamber at (570) 326-1971



The Staff of the
Williamsport/Lycoming
Chamber of Commerce wish you and
your family a safe
and plentiful Thanksgiving!



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

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.



chambermaster

PS: If you have not created your online member login, watch your email for another invitation on November 15. In that email will be an invitation link to create your individual login. But, of course, if you don't want to wait until then, call the Chamber at (570) 326-1971 or email receptionist@williamsport.org and request to have the link emailed to you right away.

Revolving Loan Fund

To assist businesses with their financial needs for construction, renovations, equipment purchases and working capital.

Information and applications available online:
www.williamsport.org
or call Nancy Eischeid
at 570-326-1971.

SMALL BUSINESS

Kinley Jewelers prevails through 7 decades of change

By **MIKE MANEVAL**
Sun-Gazette Correspondent

With 70 years of sales and service in Williamsport, E.R. Kinley and Sons jewelry store has seen the business landscape change and change again.

The business, which Elmer Kinley started in 1948 in Newberry before moving downtown to the corner of Fourth and Laurel streets in 1972, has seen the downtown retail hub gradually lose ground to malls before the decline in malls led to a resurgence of downtown as not only a retail destination but a social scene with nightclubs and restaurants.

The Kinleys noted the walkability of downtown - a particular advantage for older residents - and variety of businesses and amenities like the River Walk and First Friday and similar events "bring people together" and are helping the downtown business climate improve.

"The last couple years have been some of our best," Jared Kinley, a grandson of Elmer who runs the business with his father and uncle, said.

Customers tell the Kinleys they want to support small independent businesses. E.R. Kinley and Sons also see a lot of repeat customers who come back for the store's repair services, including clock and watch repairs. The Kinleys said they can focus on customer service to a degree other places can't.

"That's what continues to bring customers back," Jared said.

Another aspect that attracts customers is the diversity of styles the business offers.

"A lot of places are more specialized than we are," Jared said. "We have an inventory we've built over 70 years."

While some customers' tastes are eclectic, there still are fashions the jewelers can depend on.

"The classics never go out of style," Jared said. "It's what you see in the movies, on the celebrities, everywhere."

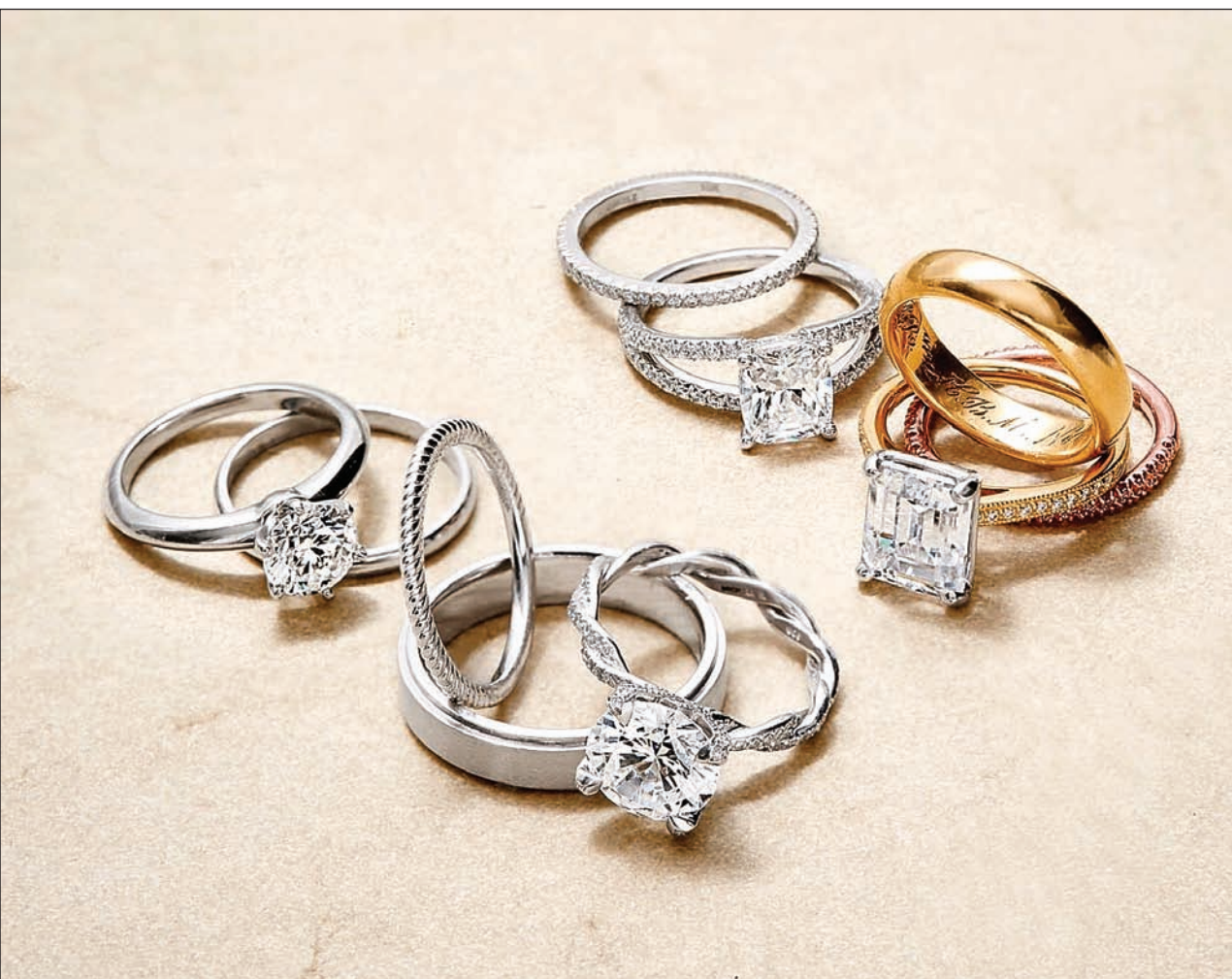


PHOTO PROVIDED

With seven decades of experience, E.R. Kinley and Sons jewelry store, conveniently located in downtown Williamsport, provides professional and stylish products for any jewelry needs. Above are examples of the wedding bands that Kinley's has done in the past.



Golden Business Machines, Inc.

1-800-692-6217

Your Document Efficiency Specialists

www.GoldenBusiness.com
201 Basin Street, Williamsport, PA 17701
Serving North Central Pennsylvania for over 20 Years!





DOCUMENT MANAGEMENT

buyphillips.com

Northeast Knee Joint Institute: Easing joint pain for those in need

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

Dr. Edwin Roman opened Northeast Knee Joint Institute, 60 River Ave., Williamsport after deciding there was a crying need for treating joint-related problems in the the local area.

His patients, many of them middle-aged or elderly, are those with advanced arthritis who are not eligible for surgery or can be treated without a surgical procedure.

Drawing on his years of work as a rehabilitation physician, Roman's goal is to help people get back to their normal lifestyle.

"The longer you can keep your body parts, the better," he said.

Since opening in December 2017, patients are reporting good results from his treatments.

As evidence, he pointed to the many people who come to him seeking treatment through word of mouth.

Therapists his patients use send back positive reports, he added.

Roman treats many people with the use of flouroscopy.

The technology can take images of the affected area and make injections, including platelet rich plasma.

Studies have shown plasma to be quite effective in regenerating cartilage and soft tissues of affected joints.

Injection of hyaluronic acid can also be employed.

The injections can be used for knees, shoulders and small joint areas.

"We also use ultrasound guided injections," Roman said.

The treatments come down to providing the best opportunity for pain relief and a better quality of life, Joseph Costa, certified registered nurse practitioner, said.

"I think the biggest difference is that what we do is based on what is right for the individual," he said.

Costa made it clear that the practice is not a pain clinic.



MIKE REUTHER/Sun-Gazette

Joseph Costa, a certified nurse practitioner with Northeast Knee Joint Institute, at 60 River Ave., in Williamsport, checks the knee of a patient. Dr. Edwin Roman began the practice after seeing a need for join-related treatment in the immediate area. His patients are those with advanced arthritis who are not eligible for surgery or can be treated without surgery. The practice also uses many cutting-edge methods, including the use of flouroscopy The technology can take images of the affected area and make injections including platelet rich plasma.

Roman said he sees more patients with knee problems than anything else.

However, shoulders, small joints and carpal tunnel problems are also treated.

Roman uses an adjustable knee brace to help those with knee problems.

"When you have arthritis of the knee, usually one side of the knee gets more worn than the other," he said. ,

noting that the brace helps bring the knee into balance.

Roman said a brace helps bring the knee into balance and can significantly reduce joint pain.

Patients with any of various joint problems come to the clinic.

"We have a number of different tools in our toolbox," Costa said.

Overall, Roman said he has been pleasantly surprised by the growth of his practice.

His philosophy is doing what's best for the patient.

The practice accepts Medicare and most types of major insurance.

More information is at www.nkjinstitute.com.

THE BICYCLE CENTER

BIKE

Rentals

at the VISITORS CENTER



WILLIAMSPORT
LYCOMING COUNTY, PA



RENT A SPECIALIZED BIKE FROM
AT THE LYCOMING COUNTY VISITORS CENTER
102 West Fourth Street, Williamsport, PA



ADULT BIKES
with lock and helmet

We have a variety of men's and women's bikes.
Call for availability.



YOUTH BIKES
with lock and helmet

\$8 per hour
\$22 half day (4 hours)
\$28 per day (returned before closing)
\$40 overnight (24 hour period)

\$6 per hour
\$24 per day (returned before closing)
\$30 overnight (24 hour period)

(570) 327-7700 | www.vacationpa.com

November Ribbon Cutting

Northeast Knee & Joint Institute

460 River Avenue, Williamsport



Monday, November 5, 2018

Please join us to celebrate the grand opening of their Williamsport location!

Ribbon Cutting @ 4:00 pm

Open House from 4:00 pm to 6:00 pm

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



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

Contact Leadership Lycoming to purchase your tickets:
570-326-1971



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



Get Connected With Your Chamber!

Check out our website for all your events, relocation plans, economic development news, leadership opportunities, and membership information.

www.williamsport.org
www.vacationpa.org
www.leadershiplycoming.org
e-mail: chamber@williamsport.org
Phone: 570-326-1971



Montoursville Street Banner Order Form



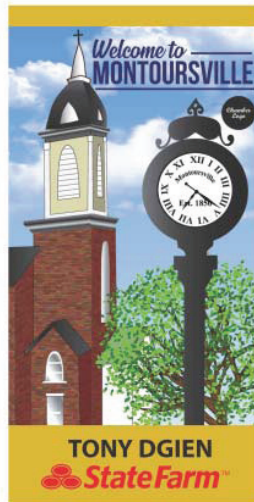
The Montoursville Chamber of Commerce is coordinating street banner sponsorships to help to bring pride to our Borough and recognition to our businesses.

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

ONLY 24 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.





Chamber Member Discount

Working to meet the needs of our members



Tire & Auto Service

Kost Tire & Auto Service offers Chamber members:

- ♦ Oil, Lube, & Filter most vehicles, includes up to 5 quarts of their premium oil – Chamber member price: \$17.95; Regular price: \$26.95.
- ♦ Thrust Angle Alignment - \$10 off regular price *(most vehicles)*
- ♦ Four Wheel Alignment - \$10 off regular price *(most vehicles)*
- ♦ 10% discount on parts and labor *(Excludes custom wheels & accessories)*
- ♦ 10% discount on Kost Premium Passenger & Light Truck Tires *(Excludes special purchase and special order tires)*

(All products and services are backed by Kost's 100% Satisfaction Guarantee. Their personal high performance network will search the country to find any size and type of performance tire with guaranteed lowest prices.)

For more information please contact:

Kost Tire & Auto Service
 1304 Washington Blvd.
 Williamsport, PA 17701
 John Dore at (570) 840-3641
 Erwin Kost, Jr. at (570) 586-3078 or (800) 954-5678
www.kosttirepa.com

Missed a Chamber Connection newsletter in 2018?

You can find past issues on our website at

www.williamsport.org

or

search for the Williamsport/Lycoming Chamber of Commerce on Facebook and look in our albums.

There you will find all 2018 and previous Chamber Connections.

Oh, and don't forget to like us!

Member Renewals

Received between September 28th and October 31st

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

Members 6-10 Years

A&A Auto Stores
 Alta Resources, LLC
 Cummins Sales & Service
 Ridgemont Motel
 Treasure Castle Playland, LLC
 T-Ross Brothers Construction, Inc.

Members 1-5 Years

Adelphoi Village
 Community Blood Bank of Northwest Pennsylvania & Western New York
 Ed's Market
 Hampton Inn & Suites Williamsport - Faxon Exit
 Lycoming-Clinton Joinder Board Programs
 Merle Norman Cosmetics & Day Spa
 Mid-Penn Engineering Corporation
 Montgomery Area School District
 Nippenose Valley Village
 Penn Group Insurance Services
 Rowe Sprinkler Systems - A Division of Reed Industrial Resources
 Seneca Resources Company, LLC
 ServiceMaster by Holobinko
 Sunrise Real Estate & Management Services
 Trinity Farm Dog Boarding
 Valley View Rehab & Nursing Center
 Welliver
 Williamsport Honda

2018 THE SANTA EXPRESS ON THE LYCOMING VALLEY RAILROAD

DECEMBER 7TH, 8TH, AND 9TH

The entire family will enjoy meeting Santa and his friends aboard each trip. Listen to the wonderful story of the Polar Express along with holiday music! Children ages 2-10 will receive complimentary goodie bags!



FREE PARKING

Parking is available at the Marnard Street Burger King free of charge.

COST

\$10 per person

(*Children 2 and under are FREE as a lap child)

DEPARTURE

Maynard Street Burger King (Exit 28 on I-180). Please plan on arriving approximately 15-20 minutes prior to your excursion departure.

FRI, DEC
7

DEPARTURE
TIMES:

SOLD OUT
SOLD OUT

SAT, DEC
8

DEPARTURE
TIMES:

10:00 AM
12:00 PM
SOLD OUT
SOLD OUT
SOLD OUT
SOLD OUT

SUN, DEC
9

DEPARTURE
TIMES:

12:00 PM
SOLD OUT
SOLD OUT
SOLD OUT
SOLD OUT

Tickets are on sale now and can be purchased at:
102 W 4TH ST. WILLIAMSPORT, PA
570-327-7700
800-358-9900

Mon-Fri: 9:00am - 5:00pm
Sat: 9:00am - 3:00pm
Sun: 11:00am - 3:00pm

For more information and directions:
VISITORINFO@WILLIAMSPORT.ORG
WWW.VACATIONPA.COM

THANKS TO OUR SPONSORS!



THE SANTA EXPRESS TRAIN EXCURSIONS ARE BROUGHT TO YOU BY:
The Williamsport/Lycoming Chamber of Commerce in partnership with SEDA-COG
Joint Rail Authority, Lycoming Valley Railroad and Penn Valley Railroad and through the
support of the above businesses.



Stay up to date on Lycoming County events through our Facebook page.