



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

Check out the award winners from the Chamber's 133rd Annual Meeting & Awards Banquet

New businesses are booming in Lycoming County...Join us for ribbon cutting ceremonies

Your Chamber recognizes high school students for their accomplishments



The Chamber View



Jason Fink, President/CEO

It was a busy month for the Chamber. Gina Edwards has been continuing her first quarter motor coach and meeting planners show trips. The last one was at the Heartland Travel Showcase in Detroit where she traveled with Jan Ogurchak from World of Little League.

Sharon Jones was busy working on the next event we had which was our Annual Meeting that gave us an opportunity to provide a review of 2018 along with sharing the focus for 2019. It also allowed the Chamber to feature some great community businesses with Weaver Wireless, Lycoming Valley Railroad and Auto Trakk all receiving recognition for their work here in our community. That's my favorite part of the event as it gives us the ability to recognize the hard work of the various businesses here in Lycoming County that we know about but maybe not everyone else does. Look at Weaver Wireless and Wendy Weaver. She was our Emerging Business award recipient. Her position was eliminated at

the company she had previously worked at. She had a passion for what she did so with the encouragement of her husband, family and friends, she started up her own business. Always on the job, I know that at the Annual Meeting, Wendy picked up a job from one of our members that learned more about her business at the event.

Lycoming Valley Railroad is another that we know very well through their work with industry here in the area along with the public train excursions they help do each year. There were many that commented afterwards that they never realized that Lycoming Valley was actually a privately held company. It was their perception that it was a government entity.

And Auto Trakk was another that people learned more about as well. They have grown here to now employ over 100 people in Montoursville. Many were surprised to learn of their growth outside of our area in that they now cover 14 states.

There's also been a fair amount of activity in the economic development sector. We've engaged with a few local companies that are planning for expansions here in 2019. Some

involve additions to their existing plants while others are looking to expand into new facilities. There's also some interest by new companies looking to the area for expansion. Working with local companies to expand is much easier to do than trying to land a new one to the area. The local companies are already familiar with the community and know about the benefits of being here. Their needs are easier to accommodate because we also know them and their commitment to the area. However, to grow our tax base, we also need to be diligent and aggressive in bringing new companies to the market. The good thing is that there's a great team working to respond on these projects. Various entities are involved for each of these which tend to involve utilities, realtors, and workforce representatives.

Something that you've also been hearing about as of late is the levee recertification efforts. The Chamber has become involved in the team working to address the strategy and advocacy for funding to address the work that is required over the coming years. I had the opportunity at the end of the month to attend meetings

with the County in Washington DC. We (Commissioners McKernan and Mirabito, Deputy Director for County Planning Fran McJunkin and Director of Administration Matt McDermott) met with Senator Casey and his staff, Senator Toomey's staff and White House staff to address the Army Corp's role in covering the rehabilitation work to the levee. The Commissioners championed the impact to the local com-

munity should this not get accomplished and I spoke about the impact to businesses and how it's already begun to affect them with higher insurance costs. It was a team effort and we believe based upon information and comments shared by the various staff that it was productive. More on that front should be coming in the next months as this progresses in DC.

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.

For more information or application, contact
Nancy Eischeid at the
Williamsport/Lycoming Chamber of Commerce
at 570-326-1971.

Get Connected With Your Chamber!

www.williamsport.org
e-mail: chamber@williamsport.org
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The Chamber's 133rd Annual Meeting & Awards Banquet

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Williamsport Sun-Gazette, March 2019

The Williamsport/Lycoming Chamber of Commerce celebrated their 133rd Annual Meeting and Awards Banquet on February 19th at the Holiday Inn Downtown. Over 200 attendees showed their appreciation by recognizing local companies and volunteers as awards were presented to well-deserving members for their community accomplishments, innovation and overall volunteering within the Chamber and community.

The Phillips/Plankenhorn Small Business of the Year Award was given to the Lycoming Valley Railroad for their long history in our county and their service to local businesses, our community and especially the Chamber's train excursions, the Fall Foliage Great Pumpkin Express and Santa Express, each year. Thank you to Citizens & Northern Bank, First National Bank, Jersey Shore State Bank, Fulton Bank, The Muncy Bank & Trust Company, Riverview Bank and Woodlands Bank for sponsoring this award.

The Emerging Business Award was presented to Weaver Wireless Consultants. Wendy Weaver began her business just two years ago and it has been steadily growing. She thanked her business partners for helping her to get where she is today. Thank you to the LHU Small Business Development Center for sponsoring this award.

The recipient of the Large Business Award was presented to Auto Trakk in recognition of the company's quality work to their customers from their loyal and dedicated employees. Thank you to M&T Bank for sponsoring this award.

Congratulations to all the award winners!

Large Business Award Winner



Congratulations to the Large Business Award winner, Auto Trakk, LLC. Pictured (l to r) is Merrill Davis, Lewis Kuhl, Jason Fink, President/CEO of the Williamsport/Lycoming Chamber of Commerce, and Marshall Winters.

Emerging Business Award Winner



Congratulations to the Emerging Business of the Award winner, Weaver Wireless Consultants, LLC. Accepting her award is Wendy Weaver from Tim Keohane, LHU Small Business Development Center and Jason Fink, President/CEO of the Williamsport/Lycoming Chamber of Commerce.

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/economic-development/business-assistance/

Small Business Award Winner



Congratulations to Todd Hunter and his staff at Lycoming Valley Railroad for being honored with the Phillips/Plankenhorn Small Business of the Year Award at the Chamber's Annual Meeting and Awards Banquet. Pictured from (l to r) are Jeb Stotter, Todd Hunter, Jason Fink, President/CEO of the Williamsport/Lycoming Chamber of Commerce, Roy Toner and Diana Williams.

Interested in joining the Chamber?

Call Taryn Mueller at (570) 326-1971

-or-

apply online at: www.williamsport.org

March PM Exchanges...

UPMC Susquehanna

Thursday, March 14, 2019

5:00 – 7:00 pm

**700 High Street, Williamsport
(in the Walnut Room)**

UPMC Susquehanna

UPMC Susquehanna's PM Exchange will feature an update on new services, providers, and technology available at UPMC Hillman Cancer Center. Synonymous with the best cancer care, research, and physicians available anywhere in the world, UPMC Hillman Cancer Center is the region's only National Cancer Institute-designated Comprehensive Cancer Center and is consistently ranked in U.S. News & World Report for excellence in cancer care. UPMC Hillman Cancer Center at UPMC Susquehanna provides greater access to resources and progressive treatments to support cancer patients in our region.

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MaxWorx/Hope Enterprises

Thursday, March 28, 2019

5:00 – 7:00 pm

2401 Reach Road, Williamsport



This PM Exchange will feature hors d'oeuvres, refreshments, a brief presentation on MaxWorx, personal stories from people with disabilities and their role at MaxWorx, plus a tour of the manufacturing floor on Reach Road.

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**THURSDAYS
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**Call the Chamber of Commerce today at (570) 326-1971
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Welcome New Chamber Members!

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& Ms. Paula Hedrick
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<http://wineanddesign.com/williamsport>
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Questions? Call the Chamber at (570) 326-1971.

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

PM Exchange

Bennardi & Barberio Dentistry Hosts PM Exchange



Thank you to Bennardi & Barberio Dentistry for inviting Chamber members to get together in their facility for a fun evening. Guests had the opportunity to enjoy fabulous food and drinks. From L to R- Tanya Weber of the Chamber's Membership Development and Retention Committee, Kathi Blaker, Monika Casale, Sara Spring, Diane Keller; Back Row-Mary Bennardi, Thomas Barberio, Shelly Poust-Kiess, Betsy Nolan.

Upcoming Ribbon Cuttings & Open Houses

Recovery Community Connection

1400 Market Street, Williamsport

Wednesday, March 13, 2019

Please join us at the Parish House, behind St. Luke Lutheran Church, to celebrate with a ribbon cutting ceremony & open house.

Open House from 3:30 pm to 6:00 pm

Ribbon Cutting @ 3:30 pm

TLC Fitness

1316 Commerce Park Drive, Williamsport

Saturday, March 23, 2019

Please join us for the grand opening event and ribbon cutting ceremony

Open House begins at noon

Ribbon Cutting @ noon

Wine & Design

357 Market Street, Williamsport

Friday, April 5, 2019

Please join us on First Friday for a ribbon cutting ceremony celebrating the new ownership of Wine & Design in downtown Williamsport

Ribbon Cutting @ 4:00 pm

Central PA Tennis Center

840 Route 15 Highway, South Williamsport

Wednesday, April 24, 2019

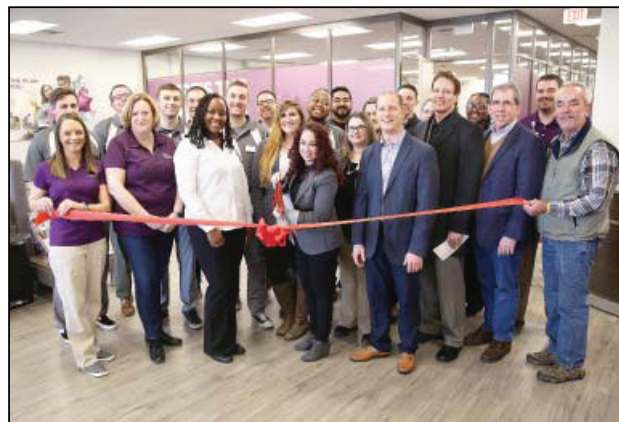
Please join us to celebrate the grand opening of the newly owned Central PA Tennis Center (Previously the West Branch Racquet Club)

Ribbon Cutting @ 4:00 pm

Ribbon Cuttings



UPMC Health Plan Hosts Ribbon Cutting & Open House



Congratulations UPMC Health Plan on your ribbon cutting and the grand opening of your location on East 3rd Street, Williamsport. Staff and the community came out to enjoy the festivities including balloon animals and free health assessments.

Liberty Arena's Grand Opening Celebration



315 Hepburn Street, Williamsport

Congratulations to Liberty Arena on the ribbon cutting and grand opening of Kaos Fun Zone & Scorz Bar & Grill! (l to r) Garth D. Everett, Representative; Unique Parker, Kaos Customer Service; Jason Fink, Williamsport/Lycoming Chamber of Commerce President/CEO, Dave Klingerman, Jr., Liberty Group COO; Blake Sampson, Liberty Arena GM; Dan Klingerman, Liberty Group CEO; Scott Johnson, Scorz KID; Monica Klingerman; Bill Nichols; Mike Bolsar, JB Gibbons GM; Dexter Bush; Mayor Gabriel Campana; Curtis Steinbacher, Liberty Group IT Department; Matt Custer, UPMC Susquehanna; Jerry Clark, Liberty Group Asset Manager; and Zendaya Munro, the ribbon cutter.

Little Jets Boutique Ribbon Cutting & Open House



43 West 4th Street, Williamsport

Congratulations Paula and Jenna on your ribbon cutting and grand opening weekend downtown! (l to r) Commissioner; Tony Mussare; Owners, Paula Hedrick and Jenna Locricchio; Williamsport/Lycoming Chamber of Commerce Chair, Mike Gaetano; Williamsport/Lycoming Chamber of Commerce VP/CFO, Nancy Eischeid; Membership Development & Retention Committee, Karen Metz and James Haywood.

Crouse Funeral Homes, a family business

By **RASHEED WESLEY JR.**

rwesley@sungazette.com

After almost 80 years, Crouse Funeral Home is still serving the Lycoming County area with dignity, compassion and respect.

Crouse Funeral Home began in 1942 under the ownership of Edwin Crouse, according to current owner and nephew Carl Crouse. Crouse would eventually be joined by his bothers after returning home from active duty in the armed forces.

"Later, in 1945, my father Vincent and my uncle Jerome came home and joined my uncle Edwin once they came home from serving in World War II," said Carl.

As for Carl, becoming part of the family business came naturally.

"I had started washing cars since I was 12 years old, so I had been around the family busi-

ness for years. I saw what my dad was doing and liked the idea, so I decided to follow in his footsteps," said Carl.

During its nearly 80 years in service to Lycoming County, Carl has noticed numerous changes and progression in the way the funeral industry offers its services to the public. Initially, funerals were conducted in the home, in front parlors or living rooms, according to Carl. Over time, funeral services transitioned to taking place in funeral homes and places of worship. However,

although rarely, viewings will still take place in the home, according to Carl. The ways in which people choose to be buried has changed over time as well, according to Carl.

"When they started cremation (locally in the early 70's), up until that time cremation was not a part of the busi-

ness. Now, it accounts for over 40% of what people choose," said Carl.

What sets Crouse Funeral Home apart from the vast majority of other businesses that offer similar services is how they have managed to stay a family-owned business over the decades, according to Carl.

"You see a lot of the funeral homes are larger corporate entities now. We've been family owned since '42, so 76 years, and I think that a family owned business is not something you really see anymore. It's kind of going by the wayside because of regulations and you see a lot more change opening up," said Carl.

While the business of conducting funeral services may not seem like

the most upbeat endeavor, Carl does not limit Crouse Funeral Home's community involvement to just that. Supporting local high schools in Loyalsock and Williamsport, Crouse Funeral Home also engages in support of

various civic organizations.

"We try to help people out. We're not just there to help in the bad times or when people are having a tough time, we want to be there in good times, too."

PHOTO PROVIDED

Family owned since 1942, Crouse Funeral Homes, located at 133 East 3rd Street, has been serving Lycoming County for almost 80 years.



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Questions about our Member to Member Benefits?
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 or checkout our website: www.williamsport.org

Williamsport/Lycoming Chamber of Commerce

Morning Member Connection



Wednesday March 27, 2019—7:30AM - 9:00AM

Featured Speakers: Scott Dietrich, Governor's Action Team & Rick Vilello, DCED

Topic: Federal Opportunity Zones and LERTA—How These Programs Can Help Drive Development in Williamsport

Genetti Hotel—200 West Fourth Street, Williamsport

Costs: \$15



pennsylvania
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT



The Federal Opportunity Zone program was created to revitalize economically distressed communities using private investments rather than taxpayer dollars. The purpose of these zones is to stimulate economic activity in certain selected areas across the country. Lycoming County has 3 FOZs and all of them are in the City of Williamsport.

Local Economic Revitalization Tax Assistance or LERTA, is also a tool to encourage economic development in deteriorated areas of communities by allowing certain property owners with new construction and improvement to continue paying the property's current taxes for a set amount of time, rather than the increased tax that would result from this work. LERTA has been overlaid to these FOZs in the City of LERTA. Learn more about each and how they are structured to incentivize development in the City.

Call the Chamber at 570-326-1971 to register or online @ www.williamsport.org

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2019 Science Festival

While the weather impacted some of those wishing to attend this year's Science Festival on February 21, we were still able to host several schools during the day and many families during the evening. Thanks to all who came out to participate in the great exhibits by area businesses and organizations. The Chamber was proud to partner once again with Penn College and Lycoming College in hosting the event. We also want to recognize UPMC



Susquehanna, Chief Oil and Gas, Energy Transfer Partners and Highmark Blue Cross for helping to underwrite expenses associated with the event.



Helping small businesses work

DEREK DANNEKER
ddanneker@sungazette.com

SEDA-Council of Government's business finance department is working to make loans more accessible to small businesses by coordinating with the U.S. Small Business Association, banks and small businesses.

John Reichard, Senior Relationship Manager of business finance, said the intent is to partner with banks and provide them with SBA 504 loans to reduce their risk in taking loans while creating jobs in Pennsylvania's small business sector.

"We can't make a bad deal good," said Reichard. "But we can make a good deal better."

Rather than rely on taxpayers, the SBA 504 is a loan financed through the selling of bonds to private business and individuals.

In traditional bank-business loans, the bank will take on the majority of the cost for either equipment or real estate, typically asking the business to pay 10 to 20 percent. However, SEDA-COG works to use the SBA 504 loan to pay a portion of that capital which reduces the amount of money that would be lost if the business defaults on the loan.

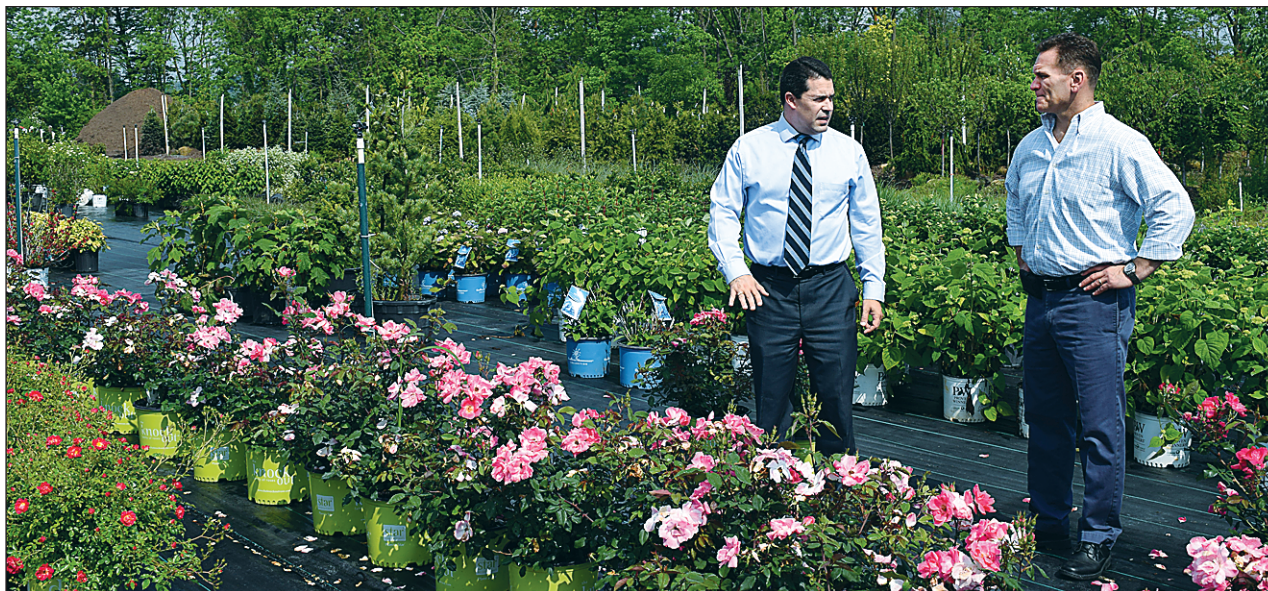
This allows the bank to take on loans they would normally be more hesitant to, and in return, small business can grow faster than they normally would.

"The vast majority of job creation in United States is by small businesses, those that have 50 employees or less. So those are the businesses that are really driving employee growth across the country," said Reichard.

SBA 504 loans allow for much more generous terms for small business as well.

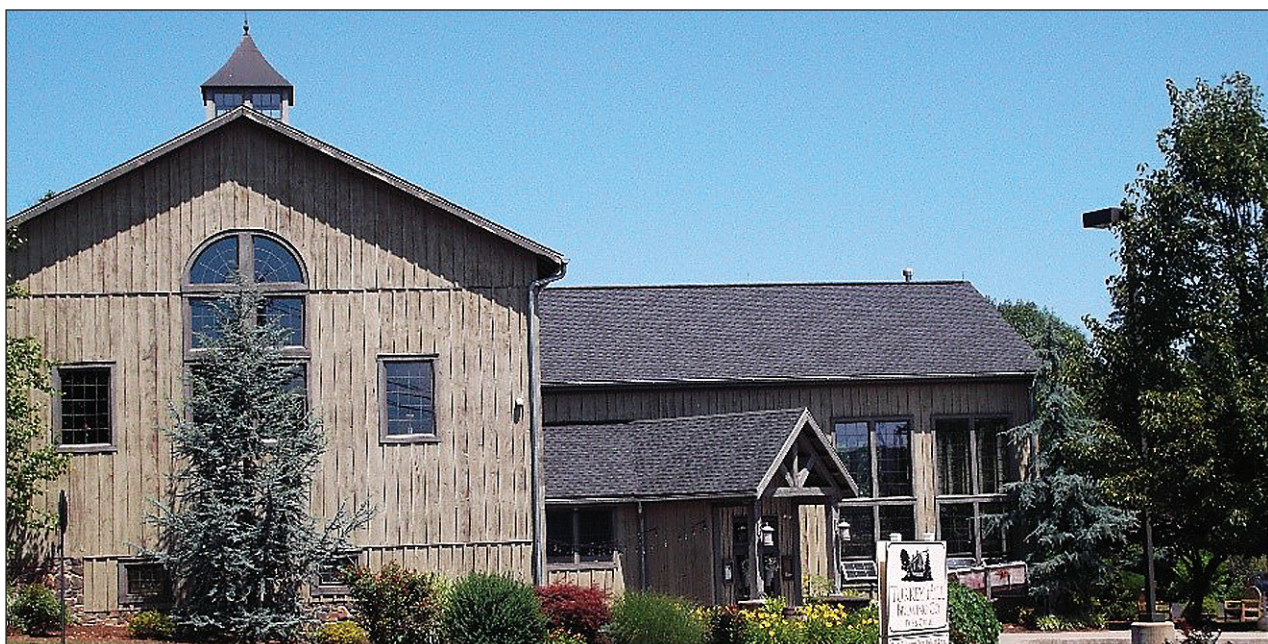
There is a fixed interest rate, which protects business from a rise in monthly payments — a possibility with traditional lending.

The banks are more comfortable with the business contributing less to the initial payment towards the real estate or equipment because there is less risk involved in the loan.



PHOTOS PROVIDED

Above, SEDA-COG provided Creative Plantscapes with a \$320,000 SBA 504 loan to construct a new facility for their landscaping design and installation company in Lewisburg, Union County. M&T Bank partnered with SEDA-COG on the \$800,000 project. Below, SEDA-COG provided Turkey Hill Brewing Company Pub & Grille, located in Bloomsburg, Columbia County, PA, with a \$680,000 SBA 504 loan and a \$170,000 Small Business First loan to convert an 8,100 square foot barn that is located next to the owner's full service restaurant and 23 room Inn.



(See HELPING, Page D9)

FEATURE MEMBER

Helping small businesses work

(From Page D8)

There are no balloon payments — a larger-than-average payment to finish out the loan.

Because the money used to loan to these small business is generated by means other than the taxpayer, SEDA-COG can lend to any business within Pennsylvania, said Reichard.

There are restrictions, however. The prospective business must be for-profit, have a net worth less than \$15 million, a net income less than \$5 million over the past two years, and the loaned money must go to equipment or real estate that the business will occupy.

“A vast majority of projects we get from the banks that they want to partner with us, because they know the benefits of the loan and how it can help them,” said Reichard.

Rather than subverting the banks and competing with them, said Reichard, the SBA 504 loans work with the banks to lower the risk of all parties involved.

Several business have been able to benefit.

Home D Pizzeria received a \$688,000 SBA 504 loan to expand and renovate their location 1820 S. Atherton St., in State College, according to SEDA-COG. An additional \$386,000 was loaned for the equipment and renovation for the owners to start Robin Hood Brewing company at 1796 Zion Road in Bellefonte. Thus enabling the hiring of more people to do the extra work.

Creative landscapes in Lewisburg was able to build a new facility for their landscaping projects with a \$320,000 loan from SBA 504. Currently they employ 40 people, according to SEDA-COG.

Mike Derk, owner of Creative Landscapes said to SEDA-COG, “If it were not for the SBA loan SEDA-COG secured for our company, this project would have been much more difficult to complete. A real professional company, very helpful.”



PHOTO PROVIDED

Above, SEDA-COG provided Kightlinger Motors, Inc. with a \$580,000 SBA 504 loan to purchase a 30,560 square foot retail showroom and garage on approximately 8.78 acres of land located in Coudersport, Potter County. This loan enabled them to purchase the property that presently houses their retail auto sales and maintenance repair business. Below, SEDA-COG provided Canon Hospitality, LLC, operators of the Holiday Inn Express in New Columbia, PA, with a \$1,155,000 SBA 504 loan to purchase the hotel and make renovations to the property.



Leadership Lycoming Program Day

Leadership Lycoming Learns About Health & Human Services

The Leadership Lycoming Class of 2019 began their day at UPMC Susquehanna with a great welcome from co-host Ron Reynolds from UPMC Susquehanna. Ron gave them a brief outline of what the day would be. The first session was a round robin discussions on Family Community Resources which included Julie Mansfield, Nurse Family Partnership, Kristin Daugherty, Steinbacher, Goodall & Yurchak, Allison Brion, UPMC Susquehanna Home Care & Hospice, Joe Weber, Children & Youth, and Melinda Diggan, RDH, River Valley Health & Dental Center.

The class visited the American Rescue Workers for a tour of the building from class member Valerie Fesser and Kendra Parke and traveled to Hope Enterprises where Rob Labatch spoke to the class about all there is to know about Hope.

Next the class traveled to North Central Sight Services for lunch and a tour. Bob Garrett and Tracy Haas spoke to the class about NCSS. Thank you to our tour guides, Tracy Haas, Suelen Porter, Terry Kio and Corey Lehman. The class was very much surprised about all the things that

NCSS does.

Back at UPMC Susquehanna, the class had the opportunity to listen and talk to Steve Johnson, President of UPMC Susquehanna, as he talked about the future of healthcare in our area.

Class member Alex Johnson led a session about the Opioid Stewardship Initiatives and the Addiction Medicine Program at UPMC Susquehanna. Alex invited members from the West Branch Drug & Alcohol Abuse Commission to talk about their program in the ER to help drug overdose cases.

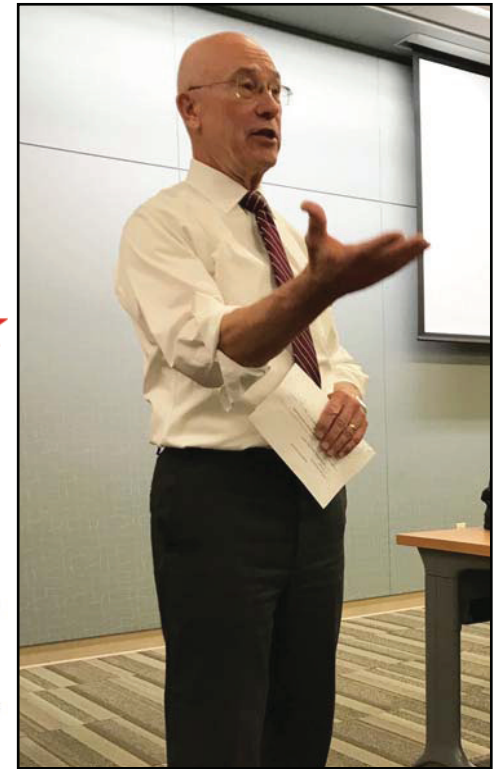
Rounding up the day was Jenny Hull from Family Promise who spoke to the class about what Family Promise is and statistics about homelessness in our area.

Thank you to UPMC Susquehanna, Adelphoi Foster & Adoption, AristaCare of Loyalsock, Hope Enterprises, Community Services Group, River Valley Health & Dental Center, and Riverview Bank for sponsoring this day.

Thank you to Kristin Caringi, James V. Brown Library, Sam Mahaffey, Little League International and Jamie Sanders, Camp Susque for being class reporters.

(right) Steve Johnson, President and CEO of UPMC Susquehanna, offers advice about the different leadership styles he has utilized over his career.

UPMC Susquehanna



(below) The class gets a look at the helpful products at North Central Sight Services Low Vision Store.



(above) The tour of American Rescue Workers began in their newly renovated kitchen and dining room and continued through the multiple floors of the building.



Leadership Lycoming is Accepting Applications for Class of 2020

Applications Due April 19th, 2019

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

Class participants are selected on the basis of their demonstrated leadership potential and sincere desire to contribute time and effort in their community. A formal Selection Committee chooses class members based on a written application, references and personal interviews.

Applications are available online and can be downloaded at www.leadershiplycoming.org. Applications will be accepted until April 19, 2019.

If you would like further information or an electronic application, contact Sharon Jones, Program Coordinator at 570-320-4202 or sjones@williamsport.org.

We look forward to seeing you in the Leadership Lycoming Class of 2020!

Leadership Lycoming Volunteers at The Boutique



Class members of the Leadership Lycoming Class of 2019 recently volunteered at The Boutique at the YWCA. They cleaned the store from top to bottom, priced clothing, put clothing on hangers, steamed clothing, and put the clothing out in the store. They did a fantastic job and worked well together. Boutique Manager Kahla said that the amount they had done in 1 hour was 2 days of work for her.

Thank you to the class members who helped. (l to r): Mackenzie Howe, Hope Enterprises; Sam Mahaffey, Little League International; Anthony Pace, Penn College; Becky Yeagle, Herman & Luthers; Valerie Fessler, American Rescue Workers; James Haywood, CareerLink; Deb Wescott, Penn College; Eric Sechrist, McTish, Kunkle, & Associates; and Marla Kramer, Lycoming College.

MONTOURSVILLE CHAMBER OF COMMERCE *Winter Social*



The 2019 Winter Social was held at Herman & Luther's Barn in Montoursville Tuesday, February 19th. About 80 Chamber members enjoyed the evening and the delicious buffet provided by Herman & Luther's.

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



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ddanneker@sungazette.com

From humble beginnings, Masters Excavating at 185 Tobacco Shed Road, Lock Haven, works hard with attention to detail, superb machine handling and quality work.

Steve Masters, owner and manager of Masters Excavating, said he started his business as a side project 20 years ago with only a backhoe.

"We can do just about anything," said Masters.

Ranging from small machines to a 45-ton bulldozer, Masters Excavating maintains a large force of heavy machinery, including, four excavators, three dump trucks, one single axle lowboy, two bulldozers and two articulated haul trucks.

"I pay more attention to detail, I think that's why a lot of our vendors that use us for every day, all the time, work," said Masters. "Our guys like things done right."

With his crew, some of whom have worked with the business for 7 or 8 years, he said, there is quality assurance and customer satisfaction. In larger jobs there are about 5 to 6 people on hand to work towards the finished product with precision.

Masters Excavating specializes in complete residential and commercial site preparation, which includes land clearing, topsoil stripping, excavating, subgrade and subbase prep, backfilling, and fine grading, along with demolishing structures, setting retention walls, and installing foundations, pads and sand mounds, septic systems and utility systems.

Particularly now, the service includes snow plowing for both individual and commercial clients.

Being careful can be the most important trait, however. Especially

when there may be utility wires or pipes running underground. Masters said there are times when he and his crew jump down to hand-shovel certain areas to be sure the job may be continued using heavier equipment.

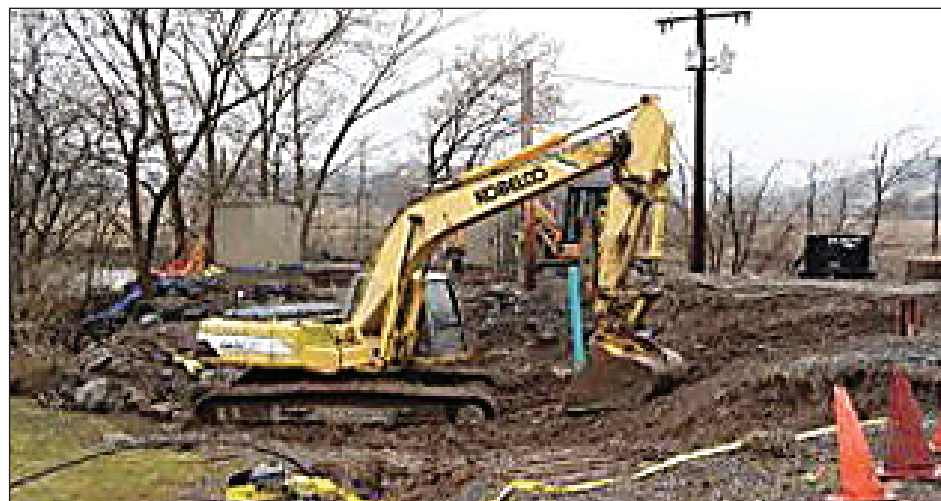
In 2002, the company began to enter into the trucking and hauling business and is able to move anything, though it primarily focuses on jobs inside Pennsylvania.

In 2008, with the influx of gas companies and work to be done in clearing wooded areas, Masters Excavating also increased their operations.

There aren't any jobs that are too small or too big, said Masters. The excavating company has leveled out many backyards and has also done large jobs, such as laying the foundation for the local Dollar General — a months long project.

"I pride myself on doing things right the first time," said Masters. "Bigger services aren't geared towards people, you're more of a number, we're more personable."

Master's offers free estimates on any of their services and can be contacted at (570) 769-5027.



Above, traveling to Eagleville, Master's Excavating works to level out the land. Right, excavators work to demolish a building in Lock Haven. Master's Excavating owns four in total. Below, a building remains split in tow, where each level is now revealed.



PHOTOS PROVIDED



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NEW MEMBER

Cole's Hardware finds market in Muncy

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

MUNCY — It didn't take customers long to embrace the newest Cole's Hardware store at 130 Muncy Creek Blvd., Muncy.

Greg Cole, co-owner with his brother, Bo, of the Cole's Hardware chain of stores, likes the location along the growing Route 405 corridor between Muncy and Hughesville.

"I always knew there was a market here. We just couldn't find the right location," he said.

But Cole is the first to admit that introducing the 12th of the family-owned hardware stores last year didn't come without its challenges.

Harsh weather in the winter and spring was partly responsible for a series of construction delays.

"We were behind in the spring to get opened, so we opened very late," he said.

There was a fear too that local customers wouldn't recognize the Cole's hardware name, especially with the closest store located in Milton.

But marketing, know-how and hard work by experienced Cole's employees helped make it work.

Cole likes the surrounding area, where new businesses including Taco Bell and Sheetz have located in recent years. A busy Weis Market is nearby as well as a shopping plaza.

Now, as the Cole's store goes into its second year of operation, store officials are anticipating a good year.

"We are very optimistic about the spring," Cole said.

Spring is one of the busiest times for the business, with customers looking for lawn and garden supplies and accessories and home construction materials.

The shelves and floor space of the spacious Cole's store are brimming with products including hardware, auto supplies and motor oil, brooms, light bulbs, work gloves, grills, cleaning supplies, garbage cans, lumber, and many other home and garden accessories.

The season usually dictates the needs of the customers.

Right now, people are becoming eager to get outside and launch those exterior home, lawn and garden projects.

"People are amazed at the wide selection of what we offer," store manager Brian Shaffer said.

Weekends are the busiest times for the store including Sundays.

"Our Sunday traffic is busy compared to our other stores," Shaffer added.

Cole credited long-term company employees including Shaffer and assistant manager Diana Bittner with helping make the newest store a success.

He said the product line will pick up this year and a strong online presence will be added.

Greg Cole is the fourth generation of his family involved with the store. His son, Taylor, is also with the business.

Cole's employs about 180 people companywide, including 13 at the Muncy store.

MIKE REUTHER/Sun-Gazette

Top, Cole's Hardware opened its Muncy store in 2018 near the Hull's Landing crossroads on Route 405. The store is the 12th and latest edition of the line of Cole's Hardware outlets. Middle, Cole's carries a variety of home and garden accessories. Products include hardware, auto supplies and motor oil, brooms, light bulbs, work gloves, grills, cleaning supplies, garbage cans, lumber, and many other home and garden needs of customers. Right, Chris King (left) and Diana Bittner, Cole's Hardware store assistant manager, huddle at a computer inside the store on a recent morning. Cole's employs 13 people at the Muncy store and 180 company-wide.



Member Renewals

Received between January 31st and February 28th

Thank you to our renewing members.
We do appreciate your membership
and involvement in the
Williamsport/Lycoming Chamber of Commerce!

Members 50+ Years

M&T Bank

Members 35-45 Years

Koppers Inc.

Members 25-35 Years

Eagle Janitorial Supply & Service Company
iHeartMedia
Phoenix Data, Inc.
Wells Fargo Advisors, LLC

Members 21-25 Years

Hampton Inn Williamsport - Downtown
Impact Advertising & Video
Walmart

Members 16-20 Years

Fisher Mining Company
High Steel Structures, Inc.
Paris Companies

WAT a Division of South Jersey Federal Credit Union

Members 11-15 Years

Best Line Equipment
Citizens & Northern Bank
City Hall Grand Hotel, LLC
Mel's Deli & Cafe
Tasseron Sensors, Inc.

Members 6-10 Years

Blooming Grove Historical Society
Carrs Trailers and Supplies
Diamond Pointe, LP
Garvey's Carpet, Inc.
Hoopla's Family Fun & Longshots Grill
Ken's Lawn Care
Kessel Construction, Inc.
LB Water
PHOENIX Rehabilitation & Health Services, Inc.
RDF Tax Services, LLC
Service 1st Federal Credit Union
Swift Kennedy & Associates, Inc.
Williamsport Area School District Education
Foundation

Members 1-5 Years

Accent Lighting Productions
Arbor Housing and Development
AristaCare at Loyalsock
Bald Eagle Art League
Covenant Builders, Inc.
Edward Jones - Stuart T. Hague

Fairfield Home Heating Service

Girls on the Run of Greater Susquehanna Valley

Indoor Sky LLC

Joe's Pizza West End

Keystone Wood Products Association

Kilburn Electric, Inc.

M & M Asphalt Corp.

M-B Companies, Inc.

MCPS of Central PA

Penn Valley Railroad, LLC

Riverview Bank

Schemery Zicoello, PC

South Williamsport Borough

TCC Verizon Wireless

The Carwash at Faxon

The South Side Restaurant & Pizzeria

The Sticky Elbow

U-Haul Company of Northeast Pennsylvania



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Lycoming
County
Visitors Bureau

Lycoming County
Visitors Center

Winter HOURS



December 1st - April 1st

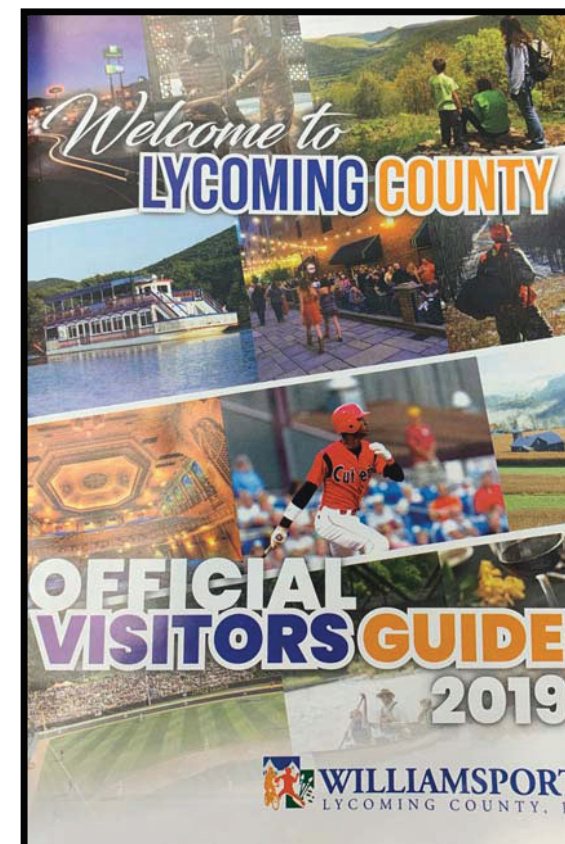
| | |
|------------------|-------------------------|
| MONDAY | 10:00am - 4:30pm |
| TUESDAY | 10:00am - 4:30pm |
| WEDNESDAY | 10:00am - 4:30pm |
| THURSDAY | 10:00am - 4:30pm |
| FRIDAY | 10:00am - 4:30pm |
| SATURDAY | 10:00am - 3:00pm |
| SUNDAY | CLOSED |



The 2019 Lycoming County Visitors Guide is here!

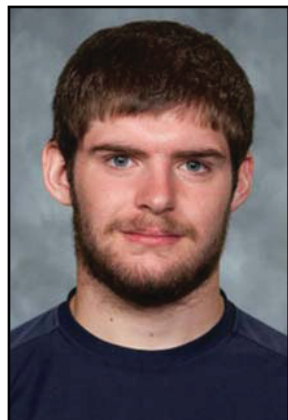
The Visitors Guide is full of useful information on what to do, where to stay, eat and shop throughout Lycoming County. Please pick up a copy of the visitors guide at the Visitors Center, located at 102 West Fourth Street, Williamsport or many other locations throughout the area.

The Lycoming County Visitors Bureau will be distributing the 2019 Lycoming County Visitors guides along with other regional and local brochures on an every other month basis. The guides are delivered to hundreds of locations all over Lycoming County and neighboring counties. The schedule for delivery for the guide will be the months of January, March, May, July, August, October and December. If you would like to have your business receive the Lycoming County Visitors Guides please contact Gina Edwards at 570.320.4208 or gedwards@williamsport.org.



Chamber Recognizes High School Students

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



*Evan Stutzman
Hughesville High School*



*Sarah Van Fleet
Loyalsock High School*



*Dylan Ring
Montgomery High School*



*Emma Cihanowyz
Montoursville High School*



*Schyler Keller
Muncy High School*



*Juliana Kriner
St. John Neumann Regional
Academy*



*Derek Lewis
Williamsport Area High
School*



*Brielle Hess
Jersey Shore Area High
School*



*Jackie Wright
South Williamsport
Area High School*



Jersey Shore Area Chamber of Commerce Winter Mixer

The 2019 Winter Mixer was held at the Tiadaghton Inn on February 28th. We had a great turn out with over 50 members in attendance. The food was just delicious and a good time was had by all.

~ Thank you for your sponsorship ~














Your generous sponsorship helped make the evening a great success!



Like us on Facebook



STAY UP TO DATE WITH THE LATEST CHAMBER NEWS

Capital Markets Forecast

Chamber members recently had the opportunity to attend a market forecast sponsored by Wilmington Trust and M&T Bank, featuring Chief Economist Luke Tilley, presenting on "The Fourth Industrial Revolution." Tilley explained to the audience that this revolution shows how ecommerce, which includes the ever-changing online shopping and streaming, is changing the way many businesses are learning how to adapt to doing business in our market. He referred to the first two revolutions being more industrial and moving forward in technology based economy. Tilley answered questions from the audience. Moving forward through 2019, Tilley commented that the economy should continue to do well.

Thank you to Wilmington Trust and M&T Bank for sponsoring.





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March 22, 2019

Leadership Lycoming presents:

Final 3

Farrington Place

416 West Third Street

Williamsport, PA

5:30pm to 7:30pm

**Tickets
on sale
now!**

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

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

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

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

www.leadershiplaycoming.org

A program of the Williamsport/Lycoming Chamber of Commerce



All proceeds from this event benefit Leadership Lycoming.



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