



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

**Local students learn  
"What's So Cool About  
Manufacturing?"**

**Leadership Lycoming  
learns about local history  
& the arts**

**The results are in for the  
area's wage & benefits  
survey**





# The Chamber View



Jason Fink, President/CEO

Last month I had the opportunity to go with my Dad and family to see a massive crane being used for the construction of the Susquehanna Thruway. It was a cool time to see such a massive piece of equipment and the reaction of my kids to seeing the crane. I always enjoyed having my Dad do this with us when I was a kid. He didn't have jobs that were close by, like this one, that we could see his work.

The County is getting ready to initiate the RFP to study the impact of this bypass of US 15 and to understand the opportunities that it brings to the eastern corridor of Lycoming County. In the update to the comprehensive

plan which was recently completed, infrastructure was at the top of the list for all municipalities. This major infrastructure project can have a large positive impact to our community. It's good that we're looking at it now to plan for when it is fully open in the mid-20s.

A couple of points wrapping up April and looking ahead.

- Thanks to the 8th grade students from McCall Middle School, Loyalsock, WAMS, Sullivan County and Compass Academy for their participation in the What's So Cool About Manufacturing program. Great to see your videos on the manufacturing operations at Overhead Door, PMF Industries, Ralph S. Alberts Company, M-B Companies and Dwight Lewis Lumber.
- Congratulations to New Trail Brewing Company in celebrating their first year of operations in April. We're

looking forward to seeing continued growth over the coming years.

- Aquarius Pool and Patio turned 50 and had a celebration on May 3rd. The community came out to release butterflies with Gene, Mary Ann, Pam and the team at Aquarius for this achievement.
- The deadline of June 1st is rapidly approaching for anyone interested in having an entry in the August 14th Grand Slam Parade.
- May 5th – 11th is National Tourism Week. Lycoming County has the largest travel and tourism economy in the PA Wilds region and traveler spending accounted for \$379.3M in 2017, a 2.5% increase over 2016.

Get out and explore whether it be to shop, dine, hike, bike, fish or whatever you enjoy. It's a great place to be so go live your life here in Lycoming County.



## Chamber Member Spotlight

@ the VIC

**A NEW OPPORTUNITY to showcase your business at the Visitors Information Center for an entire month!**

Includes:

- A Marketplace & E-Marketplace advertising bundle (\$325 value)
- One day per week (your company's choice) a representative from your business is present to greet customers, provide samples and sell merchandise and services. *(A representative at First Friday is recommended)*
- A 6-foot table to display your product/service information over the entire month.
- Product sales of your merchandise will be completed by the VIC staff during regular business hours. *(sales tax needs to be included in price)*
- A business listing in the monthly Chamber Facebook event: "Chamber Member Spotlight @ the VIC"

Price: \$500/month—Contact the Chamber to reserve your space at (570) 326-1971 or email [tmueller@williamsport.org](mailto:tmueller@williamsport.org)

## Change is Good at Your Chamber!

Spring is here and we have freshened up our look.



Check out our new website at

**[www.williamsport.org](http://www.williamsport.org)**



Easy to search member directory  
Stay up-to-date with our events calendar

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

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## 2nd Annual 'What's So Cool About Manufacturing?'

3

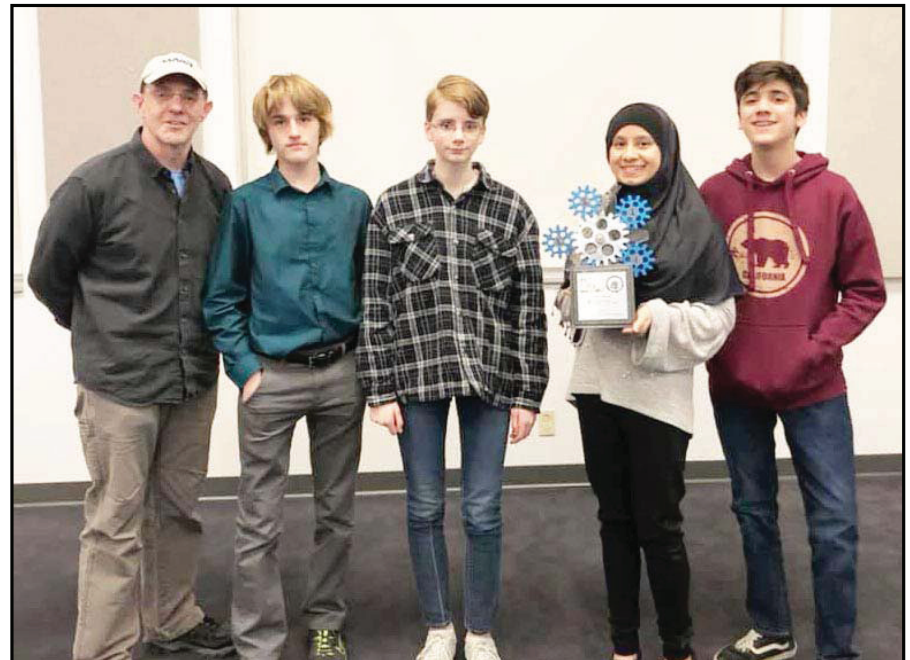
Williamsport Sun-Gazette, May 2019



The Chamber held its 2nd Annual "What's So Cool About Manufacturing" award ceremony on April 2nd. The contest provides students with the opportunity to learn more about a growing industry and future career options after they graduate. The event includes awards for Viewer's Choice, Best Videography, Cool Creativity, Best Marketing, People's Choice and Outstanding Overall. The 8th graders from Lycoming and Sullivan County had the opportunity to visit a local manufacturing company and interview them about their day to day processes. The students got to see first hand how some of the products they use on a daily basis are made. Each participating group was tasked with the challenge to put together a video about their experience and the videos were then voted on. The companies range from lumber products to metal flow forming. The students shared their excitement about when they learned and how they now have a better understanding of what a manufacturer does. The award ceremony ended with the Loyalsock School District's video being chosen as Outstanding Overall and went on to compete in the "Best of PA 2019 Contest". Congratulations to all of the schools for their hard work and dedication to their projects.



*Williamsport Area Middle School took home the award for Cool Creativity. The team was comprised of twin sisters Sydney and Sophia Crews.*



*Loyalsock Township Middle School took home the Outstanding Overall award. Their team consisted of four eighth graders; Austin Schwarzer, Claudia Getgen, Sarah Khan, and Hop Panaccio.*



*Sullivan County Middle School took home three awards including Best Marketing, Best Videography & People's Choice. Their team was comprised of four eighth graders; Michael Conway, Jocelyn Wolfenden, Jett Kleese, and Cassidy Skoranski.*

Follow us on Facebook!



Williamsport/Lycoming  
Chamber of Commerce

*(left) Sydney and Sophia Crews had the opportunity to talk to Morgan Parrish, WBRE-TV, about their experience participating in the project.*



CHAMBER connection



## May PM Exchanges...

**Nevills Flowers**  
**Thursday, May 9, 2019**  
**5:00 – 7:00 pm**  
**748 Broad Street, Montoursville**

Nevills Flowers and the Shulze Mansion will showcase their beautiful, historic home and outdoor wedding and events garden venue. Guests may browse the showroom, tour the gardens, bridal suite and mansion, all while enjoying an outdoor party.



.....


**Stallion Oilfield Services**  
**Thursday, May 23, 2019**  
**5:00 – 7:00 pm**  
**297 Beautys Run Road, Williamsport**

Stallion Oilfield Services has been a leader in the Natural Gas Industry since '09. They provide accommodations and remote communication for all aspects of the natural gas extraction. Stallion Oilfield Services is a 100% local employer. Enjoy an evening of networking and see what Stallion Oilfield is all about.



 2205 Hiawatha Boulevard Williamsport, PA	<b>JUN 06</b>
 10 West Church Street Williamsport, PA	<b>JUN 20</b>

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



**THURSDAYS  
FROM 5PM-7PM**

## Welcome New Chamber Members!

### **CleanScapes**

Mr. Gregory Delker  
 (570) 726-3511  
[www.cleanscapes-ncpa.com](http://www.cleanscapes-ncpa.com)  
 Non-Profit Organization

### **PJ Beiter Coins**

Ms. Paula Beiter  
 208 Pine Street  
 Williamsport, PA 17701  
 (570) 2792128  
[www.pjbeitercoins.com](http://www.pjbeitercoins.com)  
 Retail Shopping - Specialty Shops

### **Consolidated Call Center Services**

Ms. ZKristal Fay  
 270 Walker Drive  
 Suite 104  
 State College, PA 16801  
 (814) 231-8223  
[www.consolidatedccs.com](http://www.consolidatedccs.com)  
 Telecommunications

### **Stopper Commercial Realty**

Ms. Casey Stopper  
 340 Hughes Street  
 Williamsport, PA 17701  
 (570) 327-1553  
 Real Estate - Commercial/  
 Industrial Development

### **Contrast**

#### **Communications**

Ms. Ashley Uehling  
 418 Chestnut Street  
 Mifflinburg, PA 17844  
 (570) 966-1515  
[www.contrastcommunications.com](http://www.contrastcommunications.com)  
 Telecommunications

### **Sweep A Lot, LLC**

Mr. Robert Vlacich  
 926 Halltown Road  
 Montoursville, PA 17754  
 (570) 916-0551  
 Check us out on Facebook  
 Parking Lot Care

### **Gander Outdoors**

Mr. Chris Edwards  
 66 Mall Parkway  
 Muncy, PA 17756  
 (570) 546-1040  
[www.ganderoutdoors.com](http://www.ganderoutdoors.com)  
 Retail Shopping - Specialty Shops

### **The Peter Herdic House**

Ms. Liz Miele  
 407 West Fourth Street  
 Williamsport, PA 17701  
 (570) 322-0165  
[www.herdichouse.com](http://www.herdichouse.com)  
 Restaurants/Cafes/  
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## E-Marketplace

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 Fill out the Marketplace registration form  
 and email a PDF of your flyer to  
[tmueller@williamsport.org](mailto:tmueller@williamsport.org).

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

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



## Larson Design Group Hosts PM Exchange



Thank you to Larson Design Group for inviting Chamber members to experience their newly remodeled facility at a recent PM Exchange. (From l to r) Keith Kuzio, President/CEO, Larson Design Group; Brenda Nichols, CFO, Larson Design Group; and Sharron Jones, Williamsport/Lycoming Chamber of Commerce.

Interested in joining the Chamber?  
Call the office at 570-326-1971 or apply online at:  
[www.williamsport.org](http://www.williamsport.org)

## Bastress Mountain Winery Hosts PM Exchange



Thank you to Bastress Mountain Winery for inviting Chamber members to tour their newly remodeled facility and enjoy delicious food and drinks at their PM Exchange. (From l to r) Will Daniels, Membership Development & Retention Committee, Williamsport/Lycoming Chamber of Commerce; Angela Barletta, Executive Assistant, Bastress Mountain Winery and owners Sarah and Frank Kudlack, Bastress Mountain Winery.

## Wine & Design's Ribbon Cutting & Grand Re-Opening



Congratulations Wine & Design on your ribbon cutting and grand opening at 357 Market Street. Wine & Design staff and the community came out to enjoy the festivities including picture painting and wine tasting by Oregon Hill Wine Company. (from l to r) Mike Gaetano, Board Chair, Williamsport/Lycoming Chamber of Commerce; Lauren Burkhart, Crissy McGinness, Penny Yocum, Stefanie Allison, Owner; Amy Ruth-Swart; Jason Fink, President/CEO, Williamsport/Lycoming Chamber of Commerce.

## Central PA Tennis Center's Ribbon Cutting & Grand Opening



Congratulations Central PA Tennis Center on your ribbon cutting and grand opening at 840 Route 15 Hwy., South Williamsport. The Bucknell Women's Tennis Team and the community came out to see the newly updated facility. (from l to r) Dick Fry, Maria Weisser, Dave Rovenolt, Mike Walizer, Andy Hooker, Owner; Lily Summerson, Karen Hooker, Owner; John Dorner, Daniela Bellini, Rebecca Helt (Bucknell Women's Tennis Head Coach), Jill Auteri, Sofia Ayuso; Jason Fink, President/CEO, Williamsport/Lycoming Chamber of Commerce.



# Econo Lodge offers amenities fit for any visitor

By PAT CROSSLEY  
pcrossley@sungazette.com

A fixture in Loyalsock Township since 1950, the Econo Lodge is in the middle of upgrading to improve their guests' hotel experience, according to Bill Zuber, General Manager of the hotel.

Located at 2019 East Third St., the hotel features 100 rooms, with both regular and weekly accommodations. It has been owned by the Liberty Hospitality Partners since 1998, said Zuber.

Some of the improvements being made to the rooms include luxury vinyl tiling and upgraded lighting. New bathroom fixtures and tiling are also planned for half of the hotel's rooms.

One of the Econo Lodge's greatest perks, Zuber said, is its location just off the Golden Strip commercial district in Loyalsock Township. A Sheetz Convenience Store is next to the hotel and a Giant Food Store is located just across the street. There is also a full array of shopping and dining sites near the hotel on East Third Street. Hana Asian Bistro and Bar is located adjacent to the Econo Lodge.

Some of the amenities offered by the hotel at no charge include accessible parking and deluxe continental break-



PHOTOS PROVIDED

**The Econo Lodge, located in Loyalsock Township is conveniently located off the Golden Strip next to Sheetz. The rooms feature vinyl tiling and upgraded lighting. Rooms also come equipped with televisions, minifridges, and coffee makers.**

fast, as well as wi-fi and transportation from the airport.

Each month, the hotel offers a manager's reception with food and beverages at no charge to guests. It gives management a time to meet with guests and determine their needs, Zuber said.

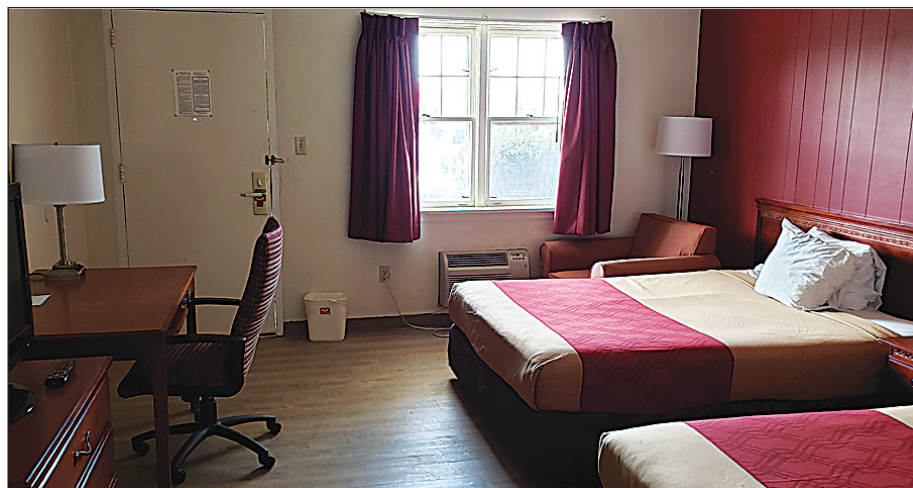
With the approach of summer vaca-

tion time, the hotel looks forward to the Little League World Series and the national and international guests coming to the area. Immediately following that event, the Drum Corps Associates will again be bringing their annual champi-

onships to Williamsport.

Zuber said the hotel has already guaranteed 75 rooms to DCA for their event.

To make reservations for a stay at the Econo Lodge, contact [www.choicehotels.com](http://www.choicehotels.com) or an online booking website.







## Chamber Member Discount

*Working to meet the needs of our members*

Chamber Member Discounts are exclusive offers available to Chamber members and their employees. The discounts are offered by members, for members.

They run year-round with no expiration!

Take advantage of all 18 benefits including reduced price health insurance, car care services, office supplies, advertising, construction, cell phone accessories and more.

All benefits can be found on our website at <http://williamsport.org/member-benefits/member-discounts/>



## Workforce Management

Manpower offers Chamber member businesses **four (4) employee hours free** on their first order!

For more information please contact:

**Manpower**  
1000 Commerce Park Drive, Suite 101  
Williamsport, PA 17701  
(570) 321-6688  
[www.manpower.com](http://www.manpower.com)

**Questions about our Member to Member Benefits?**  
Call the office at (570) 326-1971  
or checkout our website: [www.williamsport.org](http://www.williamsport.org)

## Ribbon Cuttings (continued from p.5)

### TLC Fitness Hosts Ribbon Cutting & Grand Opening of New Location!



*Congratulations to TLC Fitness on the grand opening of their new facility on Commerce Park Drive, Williamsport. (From l to r) Alexandra Butler, Mel Badger, Libby Vogel, Carson McDonnell, Caleb Goodrich, Ben Wise, Darien Hively, Owner Steven Kurtz, Owner Meghan Kurtz and Cameron Kurtz (the mvp); Jason Fink, President/CEO, Williamsport/Lycoming Chamber of Commerce.*

### Aquarius Pool and Patio Hosts 50th Anniversary Celebration with Butterfly Release!



*Aquarius Pool and Patio, Inc. celebrated their 50th anniversary with a ceremonial butterfly release on Friday, May 3rd. Each participant received a butterfly in a blue envelope to release into the air. Thank you to Gene, Mary Ann, Pam Keefer, and the rest of the team for hosting this fun community event for their golden anniversary.*





# FEATURE MEMBER

## IHeartMedia reaches more, stays local

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

Long time local radio station turned national, iHeartMedia's roots run deep into Williamsport's legacy. Through several adaptations, the radio station can reach more people than ever with their local content and offer more for listeners.

In total, iHeartMedia broadcasts five radio stations, Kiss 102.7, Variety 97.7, Bill 95.5, WRAK 1400 AM, and Rock 94.9.

iHeartMedia uses Williamsport as just one area to reach more people than Google or Facebook, said Joe Daniels, general sales manager.

"It's a surprising stat," he said. "But when you when you break it down, iHeartMedia owns 860 radio stations in the US, in about 150 markets."

When all that is taken into account, the math adds up, according to Daniels.

As a full-fledged media company, they sell a host of digital advertising products, including internet, display, email and targeted streaming which focuses on the "cord-cutters" or people use streaming services such as Hulu, Netflix or Spotify rather than Dish or Comcast.

"It's a new concept that we've only been selling for about 6 months but it's the way that more and more people are going," said Daniels.

Additionally, iHeartMedia has a range of prizes and festivals for its listeners such as it's music festival, country music festival, music awards,

But staying local is still a large part of iHeartMedia's attractions. Daniels noted the wedding expo in Williamsport which is the largest in Central Pennsylvania.

"They're a way to interact with our listeners," said Daniels

The first local radio host to come to mind is perhaps Gary Chrisman, whose show — the Gary Chrisman Morning Show on Kiss 102.7 — is celebrating the 32nd year of operation.

"It's comedy and entertainment driven with a cast of characters who do all the crazy stuff that we've done for a lot of years in the morning," Chrisman said.

"We've had a great run," he added.

For Chrisman, radio is in his blood.

(See IHEARTMEDIA, Page D9)



DEREK DANNEKER/Sun-Gazette  
**Gary Chrisman can be heard on Kiss 102.7 FM for his morning show from 5:30 a.m. to 10 a.m., Monday through Saturday.**



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# FEATURE MEMBER

## IHeartMedia reaches more, stays local

(From Page D8)

“Radio supposed to be fun. And that kind of went from being kind of a class clown, goofball. And doing funny voices of teachers, it caught on and you find your own identity in radio, your own style,” said Chrisman. “Comedy was always something that I was interested in from the time I was a little kid. And you know, and that has withstood, funny is funny.”

In the early 2000s the radio station was purchased by Clear Channel, which changed its name to iHeartMedia.

“Having I Heart (Media) behind you gives you that national edge when it comes to big events and, you know, great, great concert giveaways and tickets and things like that,” he said.

Anyone in the nation can also tune in using the iHeartMedia App, he added.

For those who still use traditional radios, iHeartMedia uses their 53,000 watt broadcasts to reach to the New York border, to Harrisburg and out to Wilkes-Barre/Scranton. Perhaps most notably, iHeartMedia has been the “voice” of the Little League World Series since 1947 and the “home” of Penn State Football for 32 years.

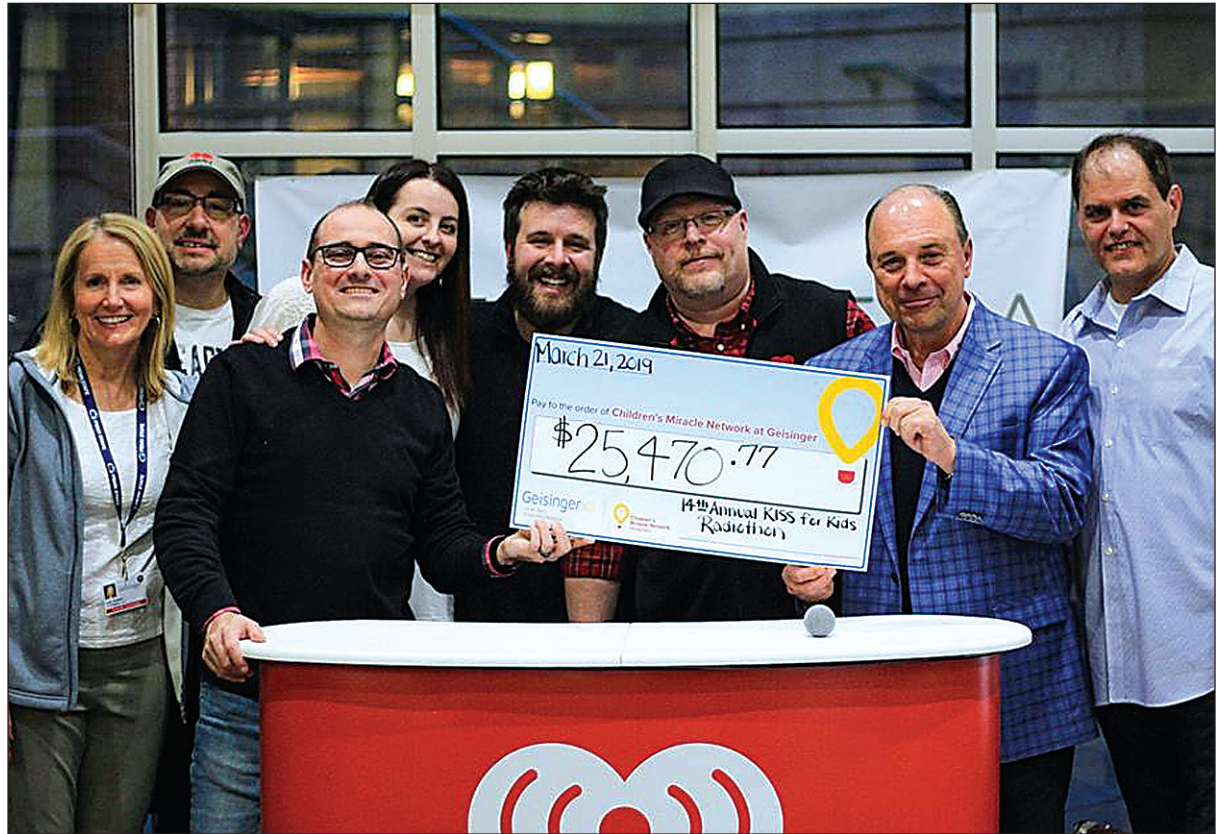


PHOTO PROVIDED

Above, one of iHeartMedia's fundraisers, this years KISS for kids raised \$25,470.77 for the children of Geisinger's Janet Weis Children's Hospital. Below, the iHeartMedia Williamsport team includes (from left): Joe Daniels, Cindi Perry, Brenda Everett, Makenzie Force, Aaron Hufnagle, Troy Lec, Sara Hensley, and Tera Lloyd.



DEREK DANNEKER/Sun-Gazette

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# Leadership Lycoming Program Day

## Leadership Lycoming Learns About History & the Arts

The Leadership Lycoming Class of 2019 had a lot to do and see this day. The class met Philip Vonada, General Manager of the Community Theatre League. Philip showed them the CAST area, the sound booth, the stage area, the green room and all the behind the scenes. Next, the class learned about Millionaires' Row with tour guide Susan Kelly and stopped at the Rowley House where Bill Hoffmann showed a short film and talked about the history as he led the class through the house. Then on to the World of Little League where the class toured the museum and the field and were treated to lunch in their cafeteria. After lunch, the class traveled to Jersey Shore to meet Tina Cooney at the Historical Society at the Samuel Moss House. Tina gave the class a tour of several notable sites in Jersey Shore and pointed out some rather interesting facts. The class headed to the BB&T Ballpark at Historic Bowman Field where Gabe Sinicropi gave the class a short history lesson and talked about all the updates to the field and stadium. Last stop was Robert M. Sides behind the scenes tour on everything musical!

Thank you to our sponsor Rene McKibben, Class of 2011, and special thanks to River Valley Transit for the trolley.

Thank you Molly Kirby, Transitional Living Centers and Matt Frick, Larson Design Group as class reporters.



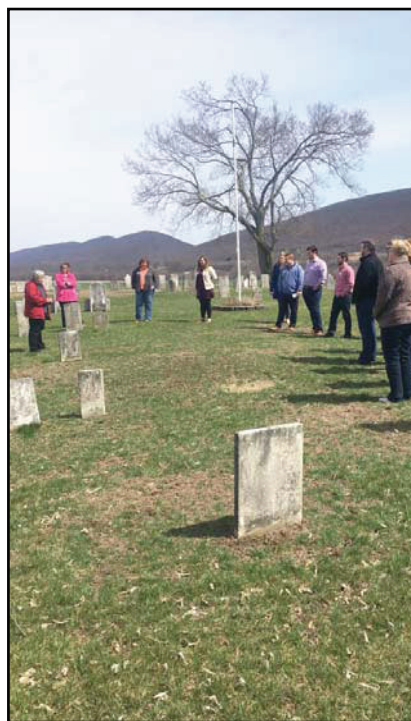
*The class visits the second oldest minor league ballpark in the US, Historic Bowman Field! Thanks for the info Gabe!*



*Exploring Little League!*



*Pete Sides tells stories about the awesome pianos and everything musical!*



*Tina Cooney tells the class about the Davidson Burial Ground in Jersey Shore.*



*A tour through the historic Rowley House.*

Follow Leadership  
Lycoming on Facebook!





# Leadership Lycoming Wraps Up Their Community Projects

11

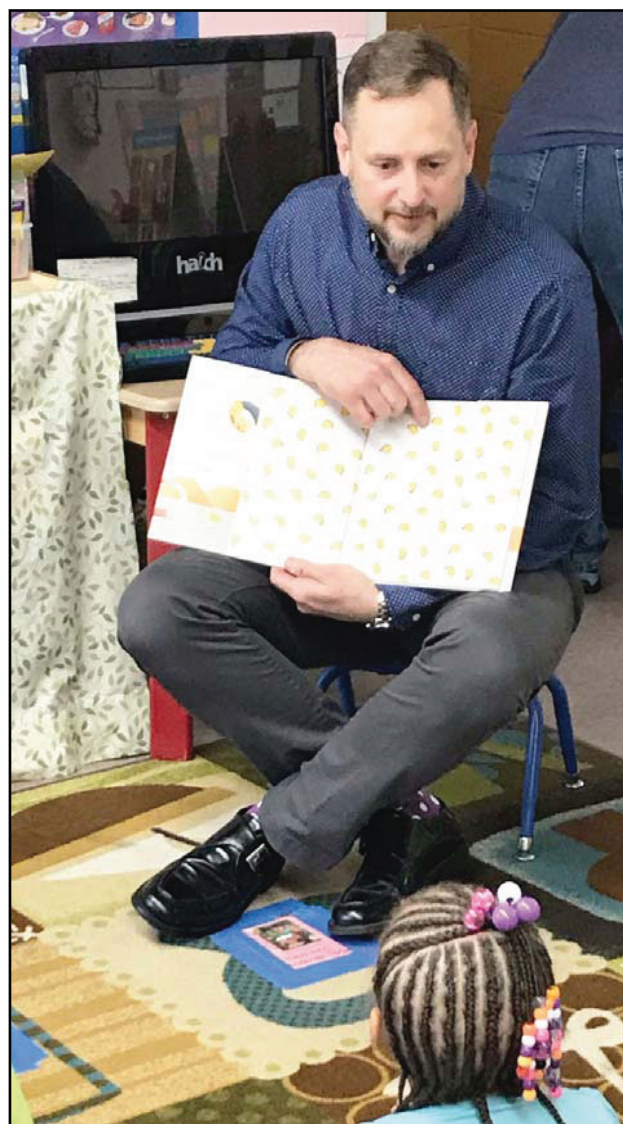
Williamsport Sun-Gazette, May 2019

The Leadership Lycoming Class of 2019 concluded its annual class project with volunteer efforts supporting area youth this spring. At the end of March, a group of class members assisted the volunteers at Loyalsock Little League with preparing their facilities for the upcoming season. Leadership Lycoming also celebrated the Week of the Young Child, concluding on Friday, April 12, by reading to children in the STEP Head Start classrooms.

"This year, we focused our Leadership Lycoming class project on finding ways to support the many organizations doing great things in our community, but face the challenge of finding the volunteers needed to make their programs a reality," said Michael Pontious, Leadership Lycoming Operating Committee Chair and a 2012 graduate of the program. "Through these efforts, our Leadership Lycoming class have had to learn and utilize leadership skills to experience the powerful impact they can have on our community. As they look toward their graduation, and we look forward to welcoming a new Leadership Lycoming class, we strive to continue to make a lasting impact in our community through the development of our future and current leaders."



*Jamie Sanders, Camp Susque (left) and Erin Shelinski, UPMC Susquehanna (above) recently read to the kids as part of their class project for STEP HeadStart classrooms.*



**Leadership  
Lycoming is on  
Facebook!  
Like us  
AND STAY UP TO  
DATE WITH THE  
LATEST NEWS  
AND EVENTS**

In addition to the facilities preparation at Loyalsock Little League and reading to STEP Head Start classrooms during the Week of the Young Child, Leadership Lycoming class members and alumni have supported the Tails on the Trail benefiting the Lycoming County SPCA, meal service at Sojourner Truth Ministries, Christmas box distribution at New Love Center Food Pantry, Santa's Senior Program with the Office of Aging, Daffodil Days with the American Cancer Society, and spring cleaning at The Boutique at the YWCA.

The Class of 2019 told us they enjoyed volunteering at several organizations throughout their program year. The Project Committee will begin looking for more non-profit organizations to line up for the Class of 2020.

The Leadership Lycoming Class of 2019 will conclude their program year at a graduation ceremony scheduled for June 13th at the Williamsport Country Club. There will be a presentation on their project year and all is invited to attend. You can register online at [www.williamsport.org](http://www.williamsport.org).

**As a sponsor of the Leadership Lycoming program, you are reinvesting in our community. This program helps participants develop and refine their leadership skills to produce stronger leaders.**

**Leadership Lycoming graduates will be challenged to immediately put their skills to use by serving on a board and volunteering in the community.**

**For more information & to obtain a sponsorship form contact**

**Sharon Jones at [sjones@williamsport.org](mailto:sjones@williamsport.org)  
or call (570) 320-4202.**

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

[www.vacationpa.com](http://www.vacationpa.com)

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



# SMALL BUSINESS

## Jersey Shore man finds success with insurance agency

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

Jason Eberhart saw a business opportunity and decided to go for it.

Two years later, he's glad he did.

Eberhart owns and operates a State Farm Insurance agency at 265 High St., Jersey Shore.

"It's going really good," he said. "We continue to grow."

Eberhart sells difference types of insurance, including life, auto, and business.

He likes doing business in his hometown of Jersey Shore where he draws many of his clients.

"I just enjoy talking to people and getting to know them," he said.

Many of them include friends and relatives of people he's long known.

That familiarity, he said, is one of the benefits of being located in a small town.

Eberhart credited his small staff of employees with helping him successfully run the business.

Being part of the State Farm family is another benefit.

"State Farm has a support system in place. It makes the hard times easier," he said. "That's one thing State Farm does a good job of, helping those who never had or run a business."

After all, operating a small business poses its challenges.

There's the advertising as well as keeping up with the trends and changes in the industry.

"I think the challenge is competing in the digital online world," he said.

Many of his clients come through word of mouth and networking.

"Your customers become your best referrals," he said.

State Farm subsidizes some of his advertising, but Eberhart also reaches into his pocket to promote his business and products.

He said he hopes to expand the



MIKE REUTHER/Sun-Gazette

office.

The married father of four children seems to feel as if he's turned the corner in the two years he's been in business.

"This is the rest of my life," he said. "I plan on retiring from it."

What sort of advice does he have for aspiring small business owners?

"If you are married, make sure your family is on the same page with it and understands the opportunity," he said.

His advice is to do an assessment of the risks and rewards of going into business.

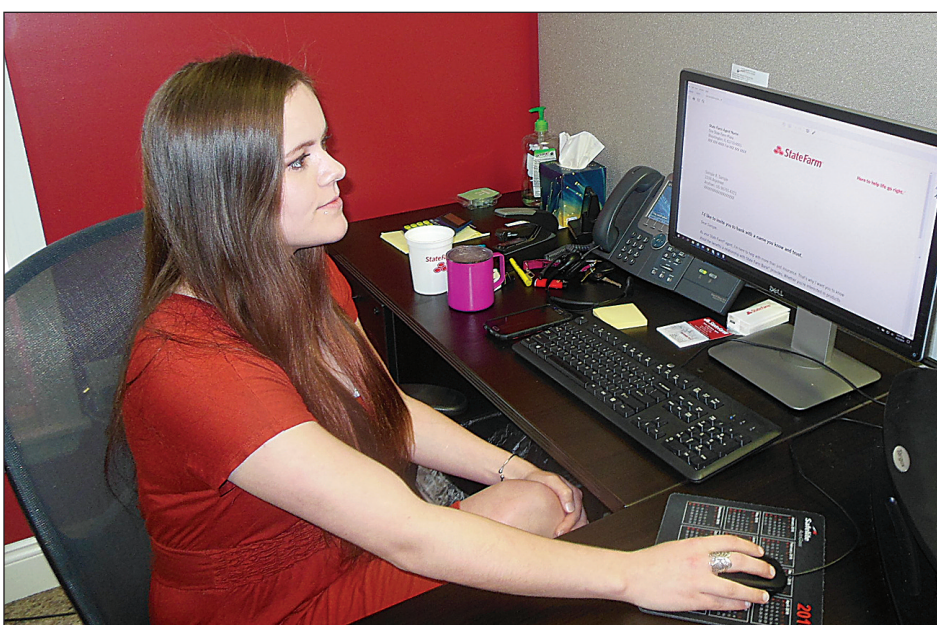
"Don't be afraid," he said. "I took a chance. The rewards in my mind outweigh the benefits,"

Eberhart is now glad he is an employer in the area.

"I've got a good team of employees," he said. "We are growing. We got good customers."

More information on the business is at [www.insurejerseyshore.com](http://www.insurejerseyshore.com).

It can also be found on Facebook.



MIKE REUTHER/Sun-Gazette

**At top, from left, insurance agents Sondi Marie, Jason Eberhart, owner, Melanie Summers and Ciera Smith at the State Farm Insurance Agency Jersey Shore. Left, Smith is hard at work helping customers.**



# NEW MEMBER

## Outback Roos aims to create positive experience

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

In a “coming to Jesus moment,” the owner of Outback Roos, said it took a life-threatening accident for him to commit to the idea of opening the basis of his business — an indoor inflatable bounce house for children.

For the entirety of 2016, Josh Davis said he was thinking back to the fun he had with his children at Bloom Bounce, in the Columbia Mall.

Having moved into the Montoursville area to be closer to family, Davis said he noticed a need for more winter entertainment for kids in the area.

“There just wasn’t a lot going on. Especially once October hit,” he said.

In fact, it was while entertaining himself and his kids, one winter day, that he sustained his injury.

“It was nice snowy day out, and we live on a beautiful hill,” said Davis. “I took a tube and there’s ice underneath it and I took that tube down over my hill over an eight-foot-cliff and landed on the main road broke my collarbone broke my ribs and cut my head open.”

“I could have easily died,” he added.

When he woke up in the hospital, after riding the tube around 25-feet in the air to its final resting place, Davis said he realized there needed to be something in place ensure his family’s well-being should he be unlucky next time.

“If something ever happened to me, I want to leave a legacy for my kids. I want to make sure that they had something that was going to continue to benefit them even after I was gone,” he said.

After he recovered, Davis developed an entire business plan to start his own indoor bounce facility within a month. He contacted the owners of

Bloom Bounce, who not only instructed him on how to open a indoor bounce house, but offered to sell their facility to him.

“It was like trial by fire, but it was the best stuff I could have done,” he said.

Today, Outback Roos is celebrating their 200th party and has been visited by 16,500 children since their opening.

The goal is to creating a positive experience for everyone involved, said Davis. The parents can go bounce with their kids. But they don’t have to, Pro-bouncers — staff who monitor the play-area — will watch the kids, and Davis said they too are encouraged to bounce with kids.

With the physical separation between the mall and surrounding communities, one would think Outback Roos would be separated in the aid they provide, however in the March, the business donated \$1,000 to Harvest of Hope Food Bank.

“We’re looking to develop our pro-



PHOTO PROVIDED

**Above, Staff of Outback Roos, referred to as Pro-bouncers, walk around and bounce with children. Josh Davis, owner, said he encourages his staff to give the children their attention, ensuring a fun time is had by all. Below, Staff is always on hand to watch children at Outback Roos. Here, Kasondra Goodreau, Pro-bouncer, watches kids come out of the Kiddie Corner Bounce to ensure their safety in negotiating the inflatables**

ceeds to try to give 5 percent of our profits every month to a local charity,” said Davis.

In the future, Davis said he hopes to continue to grow the business to eventually offer it out as a franchise.



PHOTO PROVIDED



# Member Renewals

Received between March 29th and May 2nd

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

## Members 40+ Years

Highmark Blue Cross Blue Shield

## Members 36-40 Years

Comcast  
Holiday Inn Downtown/James Restaurant

## Members 31-35 Years

Cable Services Company, Inc.  
Kellogg Company  
Lycoming County Commissioners  
Purity Candy Company

## Members 26-30 Years

D.A.D.'S Landscaping  
Greater Lycoming Habitat for Humanity, Inc.  
Lockard Agency, Inc.  
Palcon, LLC  
The Hite Company

## Members 21-25 Years

Fulton Bank

Julie's Coffee  
Orelli Supply, Inc.

## Members 16-20 Years

Better Business Bureau  
Franco's Lounge, Restaurant & Music Club  
Horsepower Harley-Davidson  
Johnson's Cafe

## Members 11-15 Years

Bonner Sports and RV  
C. H. Waltz Sons, Inc.  
Clinton Country Club  
Comcast Spotlight  
Gregory Welteroth Advertising  
Hutchinson Realty Development, LLC  
Kost Tire & Auto Service  
Sheshequin Campground  
Spherion  
State Farm Insurance, Tony Dgien Agent  
Wm L. Robinson Concrete Contractors, Inc.

## Members 6-10 Years

Fairway Laboratories  
Family Promise of Lycoming County, Inc.  
FASTSIGNS, Inc.  
Friedman Electric  
Interstate Truck Center  
McQuaide Blasko Law Firm

Penn E & R (Environmental & Remediation, Inc.)  
Preservation Williamsport  
RETTEW Associates, Inc.  
Snyder's Nursery at the Feed Mill  
The Amber Rose Bridal  
Vector Security®, Inc.

## Members 1-5 Years

ACES North America  
AllOne Health  
Artisan Hearing Technologies  
Ashton's Angels  
Cabot Oil & Gas Corporation  
Center for Community Resources  
Edward Jones - David Tanney  
Liberty Lodge  
Lycoming County Republican Committee  
Mileto's Sub Shop  
Miller Financial Strategies - Raymond James  
Park Place, LLC  
Postage Pros Plus  
Select Energy Services  
Southwestern Energy  
Stanley Access Technologies  
The Crazy Tomato  
The Stonehouse Wood Fired Pizza & Pasteria  
Weigle Trucking Company  
Weis Markets #9  
Wyrope Williamsport Federal Credit Union

## Ralph S. Alberts Company Receives “Governor’s Award for Environmental Excellence”

On Tuesday, April 16th, 2019 the Ralph S. Alberts Company received the Governor’s Award for Environmental Excellence, presented by Patrick McDonnell, Pennsylvania’s Secretary of the Department of Environmental Protection. The award recognizes the commitment of Ralph S. Alberts Company to energy conservation and environmental stewardship.

During 2018, the company installed a new technology, a Fluidized Sand Bed Furnace requiring less energy to remove foam from amusement park ride components prior to refurbishment. The Alberts company is currently upgrading their facilities’ lighting to LED lighting which requires only a fraction of the energy used by conventional lighting.

The Ralph S. Alberts Company, that specializes in full service, multifaced custom molding, is the

only Pennsylvania manufacturer to receive this year’s award. They are a locally owned company and have been a valued Chamber member for over 40 years. Students from Mountoursville Middle School had the opportunity to work with Ralph S. Alberts Company during this year’s “What’s So Cool About Manufacturing?” program. The Chamber congratulates Ralph S. Alberts Company on their achievements and thanks them for their continued involvement in our community.



## Upcoming Ribbon Cuttings & Open Houses!

R&T Asian Market of Williamsport  
Friday, May 10, 2019  
314 Government Place  
Williamsport  
Ribbon Cutting at 4:00 pm  
First Friday - Grand Opening  
until 7:00 pm

McCarl's  
Wednesday, May 15, 2019  
56 Blessing Drive, Muncy  
Ribbon Cutting at 4:00 pm  
Open house directly following!

CleanSlate  
Wednesday, May 15, 2019  
131 West Edwin Street  
Williamsport  
Ribbon Cutting at 5:00 pm  
Open house, featuring tours &  
guest speakers, directly following!

Lemur Tree Care, LLC  
Friday, May 17, 2019  
551 Harding Avenue  
Williamsport  
Ribbon Cutting at 4:00 pm  
(Rain date Wednesday, May 22)

Heart Song Connection  
Saturday, May 18, 2019  
837 Washington Blvd.  
Williamsport  
Ribbon Cutting at 3:00 pm  
Enjoy light refreshments & mini  
samples of their modalities

Up The Crick - Wine & Antiques  
Saturday, May 25, 2019  
5099 North Route 44 Hwy  
Jersey Shore  
Ribbon Cutting at 11:00 am  
Grand Opening until 7:00 pm  
Enjoy wine tastings, food  
samples & kitchen class tours



# The Results Are In!

## Area Wage and Benefits Analysis Report



Lycoming College students, under the direction of Dr. Patrick Coyle, conducted a Wage and Benefit Survey in March. The survey went out to Chamber members and was comprised of questions concerning current company policies and procedures. A summary of the survey results was presented by the students at the Chamber Member Connection Luncheon on April 25th. The complete survey results will be available for members in the near future. Thank you to our partner, Lycoming College, and sponsors, Highmark Blue Cross, Blue Shield, Moff & Associates, Roche Financial and UPMC Susquehanna.



Thank you to our Program Sponsors:



## Chamber Website Advertising Opportunities

Chamber Members: Online Ad Space Available!  
Advertise your business at

**WWW.WILLIAMSPORT.ORG**

### ONLINE ADVERTISING FORM

Rate Card				
Size	Location	3 Months	6 Months	1 Year (Best Value)
728 x 90 – Leaderboard	Homepage	\$600	\$1,100	\$2,000
300 x 250 - Medium Rectangle	Homepage	\$500	\$900	\$1,750
728 x 90 – Banner	Homepage	\$500	\$900	\$1,750
728 x 90 – Leaderboard	Inside Page	\$500	\$900	\$1,750
300 x 250 - Medium Rectangle	Inside Page	\$400	\$700	\$1,250
728 x 90 – Banner	Inside Page	\$400	\$700	\$1,250

Inside Pages include the following: (placement will depend upon availability)

About the Chamber; Member Benefits; Member Discounts; Marketing/Advertising Opportunities;  
Community Info; Economic Development; Leadership Lycoming; Relocation

Ad location: Homepage – or – Inside Page (Inside page request: \_\_\_\_\_)

Number of months: \_\_\_\_\_ Month to begin advertising schedule: \_\_\_\_\_

Please email completed ad material to Taryn Mueller at [tmueller@williamsport.org](mailto:tmueller@williamsport.org)

## Your Salesforce is Good .... Can they be Great?



You have a good sales team. The economy is most likely cooperating. So, is now the time to get a baseline and see if they can improve 20%, 40% or more. A great economy can hide a wealth of sales pains.

**Thursday, May 23, 2019**

7:30am – 9:30am

Holiday Inn Downtown

100 Pine Street, Williamsport

Cost: \$20

To Register, Call the Chamber at 570-326-1971 or online at [www.williamsport.org](http://www.williamsport.org)

If you are an owner or president of a company, or you lead a sales team of one or many, we invite you to this event.

Learn how to deal with these Issues:

#### Your Current Team:

Your sales are up, but have you grown market share?

What are the "hidden sales weaknesses" that lead to:

- Delayed closing
- Consistent discounting
- Prospecting avoidance
- Giving away margins
- Inaccurate sales forecasting

#### Recruiting:

How many people would you hire if you knew they would not fail?

- Top recruiting mistakes
- Why hiring a competitor almost always fails?
- Why interviewing sales people is different than any other position
- How on-boarding must be done

#### Sales Management:

Creating the right sales infrastructure

- What are the top 5 key roles of sales management?
- What are the hidden weaknesses of sales managers that keep the sales force from being more effective?
- How to help sales managers thrive

A great economy can hide a wealth of sales sins. Make time to join us and continue to grow the effectiveness of your sales team!

Presented by John Moore, Moore Power Sales; An authorized Sander Training affiliate since 1995 and a Williamsport/Lycoming Chamber of Commerce member since 2003!







## THINK ABOUT ENERGY BRIEFING

**THURSDAY  
MAY 9**

**GENETTI HOTEL**  
WILLIAMSPORT, PENNSYLVANIA

### Presentation and Discussion with **Dena Wiggins**

**P**lease join the Williamsport/Lycoming Chamber of Commerce on **Thursday, May 9 from 7:30 a.m. to 9 a.m.** at the **Genetti Hotel** for a Think About Energy Briefing featuring **Dena Wiggins**, President and CEO of the Natural Gas Supply Association (NGSA).

The May 9 Briefing will also include representatives of Cabot Oil & Gas and Energy Transfer Partners who will discuss the latest energy developments businesses should be watching, from workforce opportunities to state and federal energy public policy.



#### AGENDA: MAY 9, 7AM - 9AM

7:00AM REGISTRATION & NETWORKING

7:30AM BREAKFAST & PROGRAM

9AM PROGRAM CONCLUDES

#### REGISTRATION

PLEASE VISIT [WWW.WILLIAMSPORT.ORG](http://WWW.WILLIAMSPORT.ORG), CALL THE CHAMBER AT (570) 326-1971, OR FAX THE COMPLETED FORM BELOW TO (570) 321-1209 BY TUESDAY MAY 7.

COST: \$10 MEMBER  
\$15 NON-MEMBER

### Chamber Website - Online Services *Are you taking advantage of these?*

**Membership Directory** - search by Keyword or Category.

**Calendar Events** - Our latest event dates, times, locations with direct links to register.

**Members Only MIC** - Register for upcoming events, update your company info, pay invoices online and more.

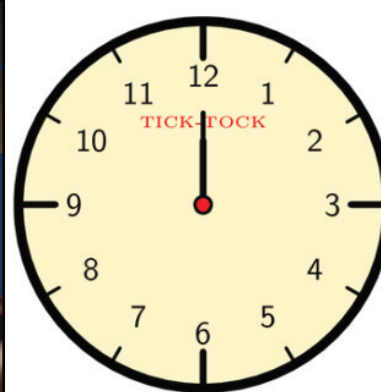
**LeadershipLycoming.org** - Everything you want to know about being a Leader in Lycoming County.

**Vacationpa.com** - Bored this weekend? Do you know what's going on in Lycoming County?

For more information regarding any of the above services, please contact the Chamber at (570)326-1971.

**Go online at [www.williamsport.org](http://www.williamsport.org) to check out our services!**

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



The clock's ticking if you're planning to have an entry in this year's Grand Slam Parade. The deadline for applications is June 1. Download a copy of it at

[www.grandslamparade.com](http://www.grandslamparade.com)



Businesses looking to be affiliated with the parade can download sponsorship and advertising information at the website. This year's parade will be broadcast live on **WBRE TV28**. Get your name out to the local and regional community across the television airwaves.

Thank you to those that have already committed to the 2019 parade.



#### THE BICYCLE CENTER

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**\$30** overnight (24 hour period)

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