



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

**2020 Travel and Tourism Grant
Application Deadline January 15, 2020**

**Join Us for the January 23rd PM
Exchange at Savoy Contract
Furniture, Showcasing Montoursville
Chamber Businesses**

**This Year's Business Partner in
Education Award Application
Deadline January 24, 2020**



The Chamber View

Jason Fink, President/CEO

Hopefully everyone had a great Christmas, Hanukkah and New Year. It was good to see all of the activity here in the community this past month. Having had the opportunity to travel around the county for various business and personal doings, I took note of the full parking spaces in Hughesville, Muncy, Montoursville, Jersey Shore and Williamsport. It is a little perplexing though to see how shoppers are still seeking to shop local, however, we still see decisions at a corporate level to close stores. The most recent one that I struggle to understand is Gander Outdoors. Gander Mountain (now Gander Outdoors) was purchased by Camping World at auction in late spring of 2017. As part of the purchase, they were required to run a minimum of 17 stores. The Muncy store was brought back online and the rebranded Gander Outdoors opened.

The spouse of one of the team members here at the Chamber was the store manager at Gander Outdoors. We were watching closely as Camping World started to put into play some changes with their Gander operations in transition to selling RVs along with the traditional offerings at the store. Those that weren't able to accommodate the RVs were being shut down.

The situation at Muncy was unclear. Gander/Camping World was in the process of purchasing the building they were occupying. They were also pre-

sented with other options including purchasing and relocating across the road to the former Grizzly retail building. This would afford them the additional space for the RVs. Unfortunately, they determined in the end to close this store because of not being able to conduct RV sales from the site. It's perplexing given that this was the 3rd best producing Gander store overall for the quarter leading up to it being shuttered.

We've heard similar stories from others at Macy's, JCPenney and Sears. All of these stores were strong producers but were dealt similar notices. They say it all runs in cycles and that online may someday experience a similar fate. Already, consumer trends for the next generation of buyers are pointing to them wanting to purchase in person. We'll see how the retailers adjust if this trend takes a foothold with the consumer.

Switching subjects, one of the opportunities I had to travel last month was over to Panda Patriot to tour the plant with Frank Mazza, the Northeast Pennsylvania Regional Manager for Senator Toomey. This tour is

something that I've had the opportunity to take on several occasions and I always walk away impressed with their operations. Frank Miller, the plant manager at Patriot, toured us and it was the first time that I was there when one of the turbines was offline. This gave us an opportunity to get a little closer to seeing and hearing about the steps and processes involved in taking natural gas and converting it over to electricity. It was good to get Frank Mazza over here to see how natural gas is being utilized here in the area and we appreciate him taking the time to meet with Panda.

Wrapping up, I'd like to thank the group of hikers that invited me out on a hike here the day after Christmas. They have had this open invitation out there and I was happy to take my day off to share the afternoon with them as we hiked over at the Williamsport Water Authority property in Mosquito Valley. My family and I like to get out and hike, but it tends to be when the weather's a little warmer. However, having grown up in the woods over in Brady Township, I appreciate being able to layer up to



get out for a winter hike. Those of you that haven't had the opportunity to experience the Water Authority property, I strongly encourage you to get over there. It's a great treasure

for our area with a wide variety of trails to explore. We're fortunate to have this asset and I appreciate the Authority making it available for outdoor enthusiasts to experience.

The Williamsport/Lycoming Chamber of Commerce
Education Committee
Invites you to our Nineteenth Annual



Education Celebration

Thursday, March 5, 2020

Registration: 5:30 p.m.
Program: 6:00 p.m. – 8:00 p.m.

Williamsport Country Club
800 Country Club Drive
Williamsport

Reservations Required
To register, visit www.williamsport.org
or call the Chamber at 570-326-1971

Featured Awards

Outstanding Educator

Outstanding Senior of the Year

Business Partner in Education

Alumni of the Year

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

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570-320-4209 - tmueller@williamsport.org
Receptionist Amy Hamm
570-326-1971 - receptionist@williamsport.org



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.

Chamber Website Online Services

Are you taking advantage of these?

WWW.WILLIAMSPORT.ORG

Membership Directory - Search by Keyword, Category, or see a list of all categories and contact businesses directly.

Events Calendar - View event dates, times, locations and access direct links to register.

Members - Update your company info listed in the directory and pay invoices online.

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? Check out the website or www.facebook.com/LycomingCountyVisitorsBureau.

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

Call for exhibitors!

SCIENCE FESTIVAL

Wednesday, March 4, 2020

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

Science Festival is geared toward elementary and middle school students and their families. Hands-on activities and demonstrations should be STEM-related and encourage exploration in the STEM fields of study.

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

Reserve your FREE booth today.

Booths are limited and available first come, first served.

☐ Yes, we would like to exhibit.

Company _____

Address _____

Contact name _____

Phone _____

Email _____

How many tables (6' x 30") will you need? _____

How many chairs will you need? _____

How many electrical outlets will you need? _____

Additional setup requirements _____

Return completed form to

College Transitions & First Year Initiatives, DIF 129 ctfyi@pct.edu
Pennsylvania College of Technology
One College Avenue | Williamsport, PA 17701
Or sign up online at pct.edu/scifest



Lycoming County Visitors Bureau Announces 2020 Travel and Tourism Grant Application Deadline

The Lycoming County Visitors Bureau is pleased to announce the next round of the Lycoming County Travel and Tourism Grants funding. Grant applications are available December 1, 2019 and are due to the Lycoming County Visitors Bureau by 11:59pm on January 15, 2020.

Funding is to assist with non-profit organizations in their travel and tourism related activities and is to be used for underwriting the expense of promotional and publicity initiatives by those assets for the purpose of increasing tourism within Lycoming County. Awards are granted on a competitive basis. Grant funding is limited to non-profit organizations and preference will be given to the assets that demonstrate the ability to attract patrons from outside Lycoming County.

Organizations meeting the criteria for the grant are strongly encouraged to apply for this funding. Applications and guidelines may be obtained by going to the Visitors Bureau website, www.vacationpa.com, or the Chamber's website, www.williamsport.org. They can also be obtained by calling the Chamber at 570-326-1971.

Those organizations that have questions or need assistance in completing the application can contact Jason Fink with the Visitors Bureau at 570-326-1971.

Since 2000, the Lycoming County Visitors Bureau has granted out through this program over \$1.4 million to over 50 non-profit organizations conducting travel and tourism related events and activities here in Lycoming County.



EVENT COORDINATED BY

Pennsylvania College of Technology
A Penn State Affiliate



LYCOMING COLLEGE

January & February PM Exchanges...

Montoursville Chamber of Commerce/ Savoy Contract Furniture

Thursday, January 23, 2020

5:00 – 7:00 pm

300 Howard Street, Montoursville



The Montoursville Chamber of Commerce invites you to join them at Savoy Contract Furniture as they showcase businesses associated with the Montoursville Chamber. Get to know our Chamber members by visiting displays, take a tour of Savoy Contract Furniture and register for a chance to win door prizes.

East Lycoming School District

Thursday, February 6, 2020

5:00 - 7:00 pm

349 Cemetery Street, Hughesville



Have you ever wondered what high school is like now? Join us at Hughesville High School and take a trip forward in time with our "Innovation Center." Experience augmented reality, swim in the Galapagos Islands using virtual reality, program a robot or even build your own drone. High school isn't what it used to be!

Upcoming PM Exchanges...

Feb 20



652 Oliver Street
Williamsport, PA

Mar 12



357 Market Street
Williamsport, PA

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

Welcome New Chamber Members!

All Excavating & Paving

Mr. Bryan Dunlop

140 Odell Road

Muncy, PA 17756

(570) 546-2656

Paving & Excavating

Referred by Chamber member:

Herman Logue,

Glenn O. Hawbaker, Inc.

Blair Brothers

Goldsmiths

Mr. John Blair

2350 E. 3rd Street, Suite 3

Williamsport, PA 17701

(570) 326-2006

www.blairbrothersgold.com

Jewelry

CBD USA Grown

Ms. Deborah Gestner

& Mr. Anthony Jackson

(570) 772-4624

www.cbdusagrown.com

Health & Wellness

Products

Edward Jones

- Phil Sunderland

Mr. Phil Sunderland

49 E. 4th Street, Suite 107

Williamsport, PA 17701

(570) 513-0910

www.edwardjones.com/

[phil-sunderland](mailto:phil-sunderland@edwardjones.com)

Financial Services

K-Bar Transportation

Mr. Brian Ratajczak

2700 Lycoming Creek Road

Williamsport, PA 17701

(570) 494-1509

www.kbartransport.com

Transportation/Carriers

Opening the Book

Ms. Jolie Conahan

1000 Commerce Park Drive

Suite 106

Williamsport, PA 17701

(844) 398-4460

www.openingthebookus.com

Custom Furniture

Xtreme Truckin, LLC

Mr. John Blair

2350 E. 3rd Street, Suite 3

Williamsport, PA 17701

(570) 326-2006

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Williamsport/Lycoming
Chamber of Commerce

Chamber Members....

KEEP ON THE LOOK OUT FOR YOUR
JANUARY MARKETPLACE MAILER.
IT CONTAINS THE
2020 PM EXCHANGE CALENDAR!

A PDF version of the calendar is available to
download from the website at
www.williamsport.org

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

PM Exchange

Williamsport Sun-Gazette



Thank you to Williamsport Sun-Gazette for hosting a beautiful PM Exchange at 242 West Fourth Street, Williamsport. Guests enjoyed an amazing spread of food and drinks while mingling in the printing press room. Receiving the certificate of appreciation is Bob Rolley, Publisher, Williamsport Sun-Gazette; from Sandy Spencer, Membership Development and Retention Committee, Williamsport/Lycoming Chamber of Commerce.

Ribbon Cuttings

First Commonwealth Bank - South Williamsport



Congratulations First Commonwealth Bank, located at 251 South Market Street, South Williamsport, on your ribbon cutting ceremony. (from l to r) Jason Fink, Williamsport/Lycoming Chamber of Commerce; Marcus Bartlett; Karen Gamble; Alex Poirier, Manager, S. Williamsport Branch; Daniel Morrow, Financial Solutions Market Leader/VP; Marlene Spicher; Katheryn Little; Neil Felver; Dawn Remsnyder, Assistant VP and Michael Alexander, Manager, Montoursville Branch.

The Break Room of Williamsport



Congratulations on the grand opening of The Break Room of Williamsport; located at 1009 Washington Blvd, Williamsport. The Break Room provides a healthy and fun way to relieve stress and release anger, while leaving the mess behind. (From l to r) Taryn Mueller, Williamsport/Lycoming Chamber of Commerce; Deb Pfleegor and Ginny Weigle, Owner, The Break Room of Williamsport.

Northwest Bank: A big bank with a bigger heart

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

Though a part of a large corporation, officials at Northwest Bank on Washington Boulevard said their hometown mentality and customer service sets themselves apart in a bank-laden area.

“We are committed to our customers and community. We try to make customers’ lives just better, all the way around,” said Samantha Jovan, branch manager.

Northwest Bank has won the James David Power and Associates award for customer service six out of the past nine years, including last year, she said.

Customers aren’t “just a number to us,” said Jovan.

“There’s always that one-on-one connection with them,” she said. “It’s about building the relationship and staying involved with the community — as much as we can.”

This allows for better communication and anticipation for future needs, said Jovan.

“Although Northwest Bank is growing, there is still a hometown atmosphere to it. Our philosophy is to create and build relationships with our customers,” she said.

With Northwest Bank merging with MutualOne, their 165 full-service offices and throughout Ohio, Pennsylvania, Indiana, New York and Maryland will only increase to more locations for a better service area.

Additionally, Northwest Bank’s agreement with Allpoint ATMs allows for



At top, Samantha Jovan, branch manager, conducts her daily business while in her office. Above, a bank teller at Northwest Bank counts out some cash while in the service of a customer.

customers to use more than 55,000 ATMs throughout the United States.

All of this is to help grow Northwest Bank’s relation-

ship with their customer, said Jovan.

“We don’t want you just to come in, do your business and send you out,” she said.

“We want to know about your life, we want to help generations after generations of people.”

In this same vein of

thought, the bank rolled out its affinity product line where, as Northwest’s customers grow their business relationship, they receive better rates, fewer fees and additional benefits, she said.

Northwest Bank also supports first-time homeowners, veterans and first responders through its Hometown Program for those who have limited funds for a down payment.

Recently, the bank has also supported Veteran’s Administration loans, which offer 100 percent financing, flexible credit requirements and no income restrictions, as well as U.S. Department of Agriculture loans for borrowers living in rural areas.

Competitive fixed-rate home equity loans can also be used to shore up against the unexpected events of our area, said Jovan.

“It’s always good to have in case of emergencies or unforeseen situations, and works similar to a credit card. It’s available to you in case you ever need it,” she said.

All of it goes into making sure customers can rest easy with their finances taken care of, she said.

“We’re proud to be part of the Williamsport community. As a full-service bank, we have everything from checking and savings accounts to business loans and retirement accounts,” said Jovan. “Stop in to see us sometime — we’d love to get to know you and your family and help you with all your financial needs.”

DEREK DANNEKER/Sun-Gazette

Check Out What's New With Our Chamber Members

RETTEW Appoints Two Independent Board Members

LANCASTER, Pa. — RETTEW announced the addition of two independent members to its Board of Directors. Effective December 10, 2019, David M. Kleppinger and Jacqueline F. Walker have joined RETTEW's Board of Directors.

Mr. Kleppinger is Chairman Emeritus of McNees Wallace & Nurick, having served as Chairman of the law firm for 12 years. He now serves as Chair of the McNees



PAC and Co-Chairs the McNees Strategic Solutions Group. During his time at McNees, Mr. Kleppinger has helped the company grow to over 270 employees and eight offices. The firm's multidiscipline approach, its commitment to the community, and its motto of "Clients First" are very much in line with RETTEW's values.

Mr. Kleppinger is currently serving as Chair of the PA Chamber of Business and Industry's Board of Directors, connecting him to a wide variety of businesses and industry leaders across Pennsylvania and beyond. In addition, he was appointed to Penn State's Board of Trustees by Gov. Tom Wolf in January 2017. His experience in McNees' Energy & Environmental and Government Relations Practice

Groups, where he represented clients in the electricity, natural gas, water/wastewater, and communications markets, will be invaluable to RETTEW.



Ms. Walker is the CEO of Pacific Edge Diagnostics USA, a New Zealand-based cancer diagnostic company with U.S. headquarters in Hershey, PA. Ms. Walker is responsible for the North American subsidiary, having led its successful establishment and growth since 2012. Prior to Pacific Edge, Ms. Walker held executive management roles at OSspray Ltd. and DENTSPLY International. She is a strategic, results-oriented, passionate executive with a strong background in P&L management, including a broad range of experience from small start-ups to large global companies.

In addition to her executive career, Ms. Walker serves on the Board of Directors of Flinchbaugh Engineering, Inc. in York, PA.

Flinchbaugh's success relies heavily on the behaviors driven by being an ESOP company. As a member of Flinchbaugh's Board, Ms. Walker has helped the company increase its share value while driving growth and customer satisfaction. Her experience in helping guide a 100% ESOP company will certainly benefit RETTEW, which is also an employee-owned firm.

"These board members will bring incredible value with their fresh perspectives and insights and offer knowledge and expertise in areas our current Board is less experienced," said Mark Lauriello, CEO of RETTEW. "They will challenge our thinking and hold us accountable to keeping the best interests of the company and the ESOP in mind."

RETTEW, a 100% employee-owned company, began providing civil engineering and surveying services in 1969. Today RETTEW has more than 350 employees and 11 offices located in Allentown, Conshohocken, Lancaster, Mechanicsburg, Pittsburgh, State College and Williamsport, Pa.; St. Clairsville and Uniontown, Ohio; Bridgeport, W.V., and Denver, Colorado. For more information on any of RETTEW's services, please call 1-800-RETTEW-5 (1-800-738-8395) or visit www.rettew.com.

Members Helping Members

Susquehanna Community Bank Donates \$250 to the Ronald McDonald House of Danville

Susquehanna Community Bank presented a check in the amount of \$250.00 to the Ronald McDonald House of Danville. No Ringer, Vice President/Market Manager, Susquehanna Community Bank, presents the check to Renee Gerlinger, Development Officer at the Ronald McDonald House.

Since 1981, The Ronald McDonald House of Danville has provided families of sick children a warm place to eat, sleep, and unwind. The services of the Ronald McDonald House help to alleviate some of the financial burden and additional stress family members might face during their child's hospital stay.



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



FEATURE MEMBER

Ultimate Express saves your undercarriage

By DEREK DANNEKER
ddanneker@sungazette.com

Ultimate Express Car and Pet Wash, at 1112 Washington Blvd., offers a three-minute scrub positioned to protect vehicles though the harsh winter conditions.

"Clean, shiny and fast," is their motto, said Butch Heim, director of management and business development.

In 1999, the ultimate express brand started from a self-service car wash in Montgomery Borough. The business soon moved into multiple locations like Danville, Selinsgrove and Williamsport.

It features automated washers and dryers, the drive-through style car wash has sprayers trained on the rarely-cleaned undercarriage of the vehicle, said Heim.

"Unless you're going to get down on your hands and knees at a self serve car wash you're not gonna get up underneath the car very well," he said.

"There's actually sprayers down through the middle of the tunnel," Heim added.

Working to stay green, half of the water used at the Ultimate Express Car Wash is recycled.

Even in rain or snowy weather, where many people think debris has been cleared, Heim said those conditions are not a replacement for a wash.

They don't realize that even with rain, there's acid rain and it'll still do damage to the paint," he said. "Same with the wintertime."

Road salt, which can accumulate when streets are treated, is abrasive and may cause future corrosion, he said. Bugs, hit while in transit, can also cause damage to paint.

"It's really bad for the undercarriage — for all the little cracks and crevices," said Heim.

To combat the application wearing off over time, Ultimate Express Car and Pet Wash always applies a clear coat of wax to each wash.

"It's good for your car to wash it on a regular basis," said Heim.

Ultimate Express Car Wash offers wash cards which can be used at any location. Many of their customers use them for their unlimited number of



DEREK DANNEKER/SUN-GAZETTE

Tom Long, district manager, conducts the preliminary power washing of a truck.

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The Williamsport Sun-Gazette
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contains recycled material



(See ULTIMATE, Page D9)

FEATURE MEMBER

Ultimate Express saves your undercarriage

(From Page D8)

washes, and unlimited vacuum time, he said.

“They’ll come in like once a week or so and run their cars through. They really keep ahead of the game and it’ll help hold the value of the vehicle longer,” he said.

Customers may go to www.washmydirtycar.com to sign up, alter or cancel their card at any time.

“We communicate with our customers a lot through social media too,” said Heim.

In the end, Ultimate Express Car Wash is there for the community and its employees, he said. It help local charities by offering half the money from selling their wash cards and ensure a low turnover rate for their workers, he said.

Nearly 50 percent of those who work at the car wash are family, said Heim.

“People are used to seeing the same people

working all the time so they get used to everybody they see,” he said.

Some customers have been coming since the day they opened, he added.

Ultimate Express Car Wash’s other locations are: Selinsgrove, Routes 11 and 15 North Across from Longhorn Steakhouse; and Danville, Route 11 North across from Geisinger Woodbine.



DEREK DANNEKER/
SUN-GAZETTE

Above, Dustin King, manager, applies the first wash to reach places a machine may not. Left, a Jeep makes its way through the drive-through car wash, replete with undercarriage sprayers to reduce the chances of future rust.

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Leadership Lycoming Program Day

Local & State Government

The Leadership Lycoming Class of 2020 would like to thank our December program day hosts, Harry Rogers, Lycoming County Prison and Charley Hall, Representative Garth Everett's Office, for spending the day with us. The day started in City Hall with a presentation from City Council members Randy Allison, Bonnie Katz and Mayor-Elect Derek Slaughter. The class learned about their duties and cooperative efforts with city businesses to support growth and attract talent to the com-

munity. After hearing from City Council, Charley Hall presented information on campaigning in local and state elections.

The class then attended the Lycoming County Commissioners Board Meeting before heading to the James V. Brown Library for a group activity on marketing and campaign strategies with Charley Hall. While at the library, the class had lunch with local leaders Senator Gene Yaw, Representative Jeff Wheeland, and County Commissioners, Jack McKernan,

Rick Mirabito and Tony Mussare.

Aboard a River Valley Transit bus, the class then traveled to the Lycoming County Department of Public Safety and 9-1-1 call center where John Yingling discussed emergency preparedness. An informative tour of the facilities proved we have an efficient and well established system in place, should an emergency occur.

Thank you to the Greater Williamsport Toastmasters, who finished the day with a presentation on public speaking techniques

and how public speaking relates to leadership.

Special thanks to our program day sponsors Senator Gene Yaw and Representative Garth Everett. Thank you to Miranda Kujawa, Genetti Hotel and Matt Plagens, Port Elevator, Inc. for being class reporters.

**Senator
Gene Yaw**



Presenter, Charley Hall gives a talk about campaigns and political election strategies.



LL Class of 2020 enjoyed lunch and conversation with local elected government officials including Lycoming County Commissioner, Tony Mussare.



Host Harry Rogers greets LL Class of 2020 and introduces Williamsport City Council members Randy Allison, Bonnie Katz and Derek Slaughter before their discussion about local government and current issues.



Class members toured the 9-1-1 call center and heard from members of the Lycoming County Department of Public Safety about their operations and emergency preparedness procedures.

FEELING LUCKY?



JOIN LEADERSHIP LYCOMING FOR
THIS YEAR'S

FINAL 3

- TICKET PRICE: \$100 (ADMITS 2)
- HORS D'OEUVRES AND BEVERAGES INCLUDED
- CHINESE AUCTION & 50/50

THROUGHOUT THE EVENT, TICKETS ARE DRAWN AT
RANDOM AND ELIMINATED. WHEN ONLY 3 TICKETS
REMAIN, THE TICKET HOLDERS MAY CHOOSE TO SHARE
\$3,000 OR CONTINUE THE ELIMINATION PROCESS TO
INCREASE THEIR PRIZE AMOUNT, WHICH MEANS...

...ONE LUCKY PERSON COULD HAVE A CHANCE
TO WALK AWAY WITH \$3000!



MARCH 27, 2020

5:30-7:30 PM

GENETTI HOTEL

200 W. FOURTH STREET, WILLIAMSPORT, PA

ALL PROCEEDS BENEFIT LEADERSHIP LYCOMING
A PROGRAM OF THE WILLIAMSPORT/LYCOMING CHAMBER OF COMMERCE

SPONSORSHIP PACKAGES

Food & Beverage Sponsor \$250	Event Sponsor \$500	Signature Sponsor \$750
1 Admission Ticket	2 Admission Tickets	3 Admission Tickets
3 Chinese Auction Cards	6 Chinese Auction Cards	12 Chinese Auction Cards
Twenty 50/50 tickets	Forty 50/50 tickets	Eighty 50/50 Tickets
	1 Reserved Table (8)	1 Reserved Table (8)

Please indicate your level of commitment:

___ Food and Beverage Sponsor (\$250) ___ Event Sponsor (\$500) ___ Signature Sponsor (\$750)

Company Name: _____ Contact Name: _____

Payment Method:

___ Please Invoice ___ Check Enclosed (payable to Leadership Lycoming) ___ Credit Card Card Type: _____

Card #: _____ Exp. Date: ____/____/____ CVV#: _____

Signature: _____ Cardholder's Email Address: _____

Return to: Leadership Lycoming, 102 West Fourth Street, Williamsport, PA 17701 or Fax: 570-321-1209
Leadership Lycoming is a 501(c)(3) charitable organization. Donations are tax deductible to extent allowed by law.
For more information contact Alex Lehman, Leadership Lycoming Coordinator at (570) 320-4216, by email
alehman@williamsport.org.

Leadership Lycoming is accepting applications for Class of 2021

Are you interested in Leadership Lycoming?...

Now is the time to submit your application for the Class of 2021. Graduates are seen throughout the community as participants on boards, committees, and task forces. Many find that the information they receive as a Leadership Lycoming participant provides them with the insight to better understand the issues facing our community today and tomorrow.



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

Applications will be available online in January and can be downloaded at www.leadershiplycoming.org. Applications will be accepted until April 17, 2020. If you would like further information, please contact Alex Lehman, Leadership Lycoming Coordinator at 570-320-4216 or alehman@williamsport.org.

We look forward to seeing you in the Leadership Lycoming Class of 2021!



Montoursville
Chamber of Commerce

Broad Street Mini Park Project

Brick Paver Order Form

Limited time only—get your brick now

Engraving Information 4"x 8" Bricks may have up to three lines of text with up to 17 Characters per Line

(this includes spacing and punctuation).

For more information on purchasing a brick, contact the Williamsport/Lycoming Chamber of Commerce at 570-326-1971 or download application at www.williamsport.org.



E-Marketplace

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Fill out the Marketplace registration form
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tmueller@williamsport.org.

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

Asian market provides authentic experience

By C.D. SMITH
Sun-Gazette Correspondent

If you ask Randy Stroup and Tess Neidig what they love most about operating R & T Asian Market, they will tell you it is the pride they feel about providing something to the community that is not available anywhere else.

Stroup and Neidig opened the market at 314 Government Place, Williamsport, in April 2019 after many years of consideration by Neidig.

While still living in the Philippines, Neidig ran a store for her aunt who traveled frequently, so she knew the ins and outs of retail. She immigrated to the United States in 1994 and decided to attend college in order to get a better job. Prior to opening the market she spent 10 years working for West Pharmaceuticals in Jersey Shore.

"A store was always on my mind," noted Neidig.

The pair did some research and realized there was a large Asian population in the area that was under-served in terms of authentic food and groceries.

That need, combined with Neidig's retail background and Stroup's ease with numbers, led them to take a leap of faith last year and make their dream a reality.

They started small, the shelves only about half full at first. But as the customers came, Stroup and Neidig asked what products they wanted to see and began basing future orders on that.

Today, the shelves are stocked floor to ceiling with authentic noodles, spices, snacks and condiments. Many large freezers stock seafood products, fish, marinated



Randy Stroup, left, and Tess Neidig, stand behind the counter of their 314 Government Place store, R & T Asian Market.

C.D. SMITH/Sun-Gazette correspondent

meats and tropical frozen treats.

"We were not experienced entrepreneurs," said Neidig. "We learned through customer feedback."

Every two weeks, Stroup and Neidig load up the back of their minivan with two chest freezers, powered by a marine battery, and travel to Brooklyn, Manhattan's Chinatown and Jersey City, NJ to get their products, 90 percent of which are imported from Asia.

Their customer base is far-reaching, from local families and international college students to customers from the Harrisburg area and the northern tier.

"There are people that drive at least an hour or more to get our selection," said Stroup.

Stroup and Neidig have products that other area stores do not carry, like a certain kind of noo-

dles that are very popular. They say their authentic products have a stronger, deeper flavor profile than those available in a traditional grocery store and it is that authenticity their customers crave.

Their best selling products include the dry and fresh noodles and their fish — of which they have many varieties — including milk fish, pompano fish and silver fish. In summer, their tropical ice cream and tropical slushies are a big hit.

In addition to their extensive product line, Stroup and Neidig also pride themselves on customer service. If a customer wants a particular product they do not carry, they will do their best to get it within two weeks. They also help customers ship care packages to family back in the Philippines. They have even been known to

open the store during off hours to accommodate customers.

Stroup and Neidig hope to expand the market as they are already outgrowing their current space. Ultimately, they would like to have a storefront with a commercial kitchen and cafe space and also offer catering. While they are not quite there yet, it is never far from Neidig's mind. She would love to be able to offer the community authentic Asian cuisine from the very products they stock in their store.

"I really think Williamsport has the potential to be a foodie town," added Stroup. "The people are welcoming and open-minded and, for a rural area there, is a thirst to have more culture."

For now, Stroup and Neidig are happy that their customers do not have to drive hours for authen-

tic Asian products.

While their business has been well received this past year and the community support overwhelmingly positive, Stroup and Neidig acknowledge that running a small business can be stressful at times.

"There is a very small margin for error," said Stroup.

He and Neidig agree that the key to running a business with your significant other is about teamwork and communication.

Stroup adds that shopping local and shopping small has a positive effect on the community.

"You get a good product at a good price and the long term success of a community as a whole is based on the success of small businesses," said Stroup.

Stroup and Neidig hope their store will help attract more ethnically diverse people to the Williamsport area, noting people will settle down where they have services to meet their needs. "I believe the more diverse a community is, the more healthy and vibrant it is," said Stroup.

Stroup and Neidig know they could not have been successful without the support of the community and are grateful. They encourage people who have never been to their store to come see what they have to offer and to learn about other cultures and foods and to appreciate things from around the world and not just what they grew up with.

"Come for the products," says Stroup. "But come back for the personal customer service we give you."

R & T Asian Market can be reached at 570-497-0834 or via its Facebook page, R & T Asian Market of Williamsport.

NEW MEMBER

T-mobile offers free giveaways and 5G coverage

By MALLORIE McILWAIN
mmcilwain@sungazette.com

T-Mobile, located on East Third Street next to Moe's, is the Chamber of Commerce's newest member and they are working to leave their mark on the area with great phone services.

Richard Garnhart, store manager, and Bruce Campbell, mobile expert, spoke about everything that the business has to offer including fast service both for phones and cars, new 5G coverage and weekly giveaways.

T-Mobile offers phone services that run the same as other competitive phone services, they have tablets and even a sync-up car service that has GPS service, roadside assistance and can tell drivers what is wrong with their vehicles.

The plans that Garnhart explains are similar to other phone services but are more affordable, according to Garnhart.

"We are very competitive with our services," Garnhart said.

He added that with the new 5G coverage, they can help cover those who live in rural areas such as Jersey Shore.

A few years prior, the greater Williamsport area did not have a lot of T-Mobile coverage, according to Campbell, but today there is a "lack of knowledge" of the services that they offer.

Campbell and Garnhart



also explained that they are heavily connected to the community by sponsoring different events and parades like the Grand Slam Parade and the Little League World Series.

The two were very excited to mention their "days of service" where they get to take time during their work week to volunteer at the local soup kitchen or to take a trip to the Ronald McDonald House.

"We have a certain amount of allotted hours to go out and do community things," Garnhart said. "We get to go out and help our community."

The business also does "T-Mobile Tuesdays" where they have giveaways of free items or discounts for their favorite stores. Once a month, the store gives away a physical item like gloves, jackets and even kitchen utensils. Once



MALLORIE McILWAIN/Sun-Gazette

At top, Richard Garnhart, left, store manager, and Bruce Campbell, mobile expert, stand behind the counter at T-Mobile excitedly waiting for customers to look at their new deals. Above, the T-mobile store is located on East Third Street.

a week, locals who are a part of their service plans have the opportunity to go to the store to redeem discounts on gas, fast food,

hotel discounts and more.

Garnhart and Campbell hope that with their more affordable services, they can bring in customers to

have quick face to face conversations whether it is to pay a bill, redeem giveaways or look into new devices.

Member Renewals

Received between November 28 through January 2



Thank you to our renewing members!

We do appreciate your membership and involvement in the Williamsport/Lycoming Chamber of Commerce!



Member 119 Years

Marco Technologies

Member 98 Years

Lundy Construction Company

Members 61-64 Years

Eck's Garage, Inc.

Lewis Lumber Products, Inc.

McCormick Law Firm

The Meadows, A Park Home Personal Care Community

Members 41-60 Years

Brodart Co.

Hermance Machine Company

Koppers Inc.

Savoy Contract Furniture

Susquehanna Paper & Sanitary Supply Corp.

Members 31-40 Years

Baker Tilly

Brass Alignment, Inc.

Burger King/Carrols, LLC

Charlotte Pipe and Foundry

Davis Insurance Agency, LLC

Dixon A. C. & R. Corporation

E. R. Kinley & Sons Jewelers

Fairfield Manufacturing Company, Inc.

Hoss's Steak & Sea House

James V. Brown Library

Jersey Shore Area School District

Keystone Friction Hinge Company

Moff & Associates

Oregon Hill Wine Company, Inc.

Phoenix Data, Inc.

Pudgie's Pizza

River Valley Transit

Thomas T. Taber Museum of the Lycoming County

Historical Society

Williamsport Municipal Water Authority -

Williamsport Sanitary Authority (WMWA)

Williamsport Symphony Orchestra

Members 21-30 Years

Cruise Planners

Fred Hamm, Inc.

Julie's Coffee

Lockard Agency, Inc.

Merice Commercial Real Estate Group, Inc.

Pennsylvania State Education Association (PSEA)

The Hite Company

The Williamsport Home

Woodlands Bank

World Travel International, Inc.

Members 16-20 Years

Advanced Pain Management and Rehab of

Williamsport P.C.

Buttorff's Hardware, Inc.

C. H. Waltz Sons, Inc.

Data Papers, Inc.

Glass & Burns Inc. DBA Catherine Burns

Insurance Services

Herbert, Rowland and Grubic, Inc.

Schrader Architectural Products/Overhead Door

Co. of Lycoming County

The Muncy Bank & Trust Company

Vision Max

Members 11-15 Years

Appreciative Strategies, LLC

Choice Carpet Cleaners, Inc.

David DiGiallorenzo, DMD

DCNR-Bureau of Forestry - Tiadaghton State

Forest Resource Management Center

Malee Law Firm, P.C.

MAS Printing

Padgett Business Services

Williamsport Country Club

Members 6-10 Years

Broad Street Financial

Cheri's House of Flowers

Five Star Equipment, Inc.

Friedman Electric

Ken's Lawn Care

Micro-One Computer Center

MoJo Active

Panda Patriot LLC

Preservation Williamsport

Providence Engineering Corporation

Sordoni Construction Services, Inc.

Susquehanna Wire Rope & Rigging, Inc.

Swift Kennedy & Associates, Inc.

Williams Transcontinental Gas Pipe Line

Company LLC

Members 2-5 Years

Adelphoi Village

AgChoice Farm Credit

ARC Heating and Service Co.

AristaCare at Loyalsock

BTJ Investments LLC

Casales Sub Shop
CleanSlate Centers
Crown Fried Chicken
Gephart Moyer Financial Advisors
Heaven's Best Carpet Cleaning
It's My Party Store, Inc.
Steve Shannon Tire and
Auto Centers, Inc.
UPMC Health Plan
Williamsport Escapes

First Year Renewals
Chris Wallace of TEU Real Estate Corp.
Doing Better Business
H3 Care, Inc.
Harder Sporting Goods Co., Inc.
Kutney Insurance Agency, Inc.
Up the Crick - Wine & Antiques
West Pharmaceutical Services, Inc.
Whitesel Stained Glass

2020 Business Partner in Education Award

The Williamsport/Lycoming Chamber of Commerce is accepting nominations for the Nineteenth Annual Business Partner in Education Award. The award will be presented at our Education Celebration on March 5, 2020 from 5:30 p.m. to 8:00 p.m. at the Williamsport Country Club. The deadline for the application is Friday, January 24, 2020.

The Chamber has long recognized the importance of the business community partnering with the education community. At our Education Celebration, we will be recognizing not only the educators and students from our area schools, but we will also be recognizing one business that demonstrates how area businesses can partner with our future business leaders.

This is a wonderful opportunity for businesses to highlight their local involvement in the education community. The partnering of businesses with the area school districts helps to ensure the professional development of today's students and tomorrow's business leaders and deserves to be recognized!

Visit our website at www.williamsport.org to view the eligibility criteria & application

Williamsport/Lycoming Chamber of Commerce 134th Annual Meeting & Awards Banquet

Thursday, February 13, 2020

11:45AM - 1:30PM

Holiday Inn Downtown

Registration Opens at 11:15AM

Join us as we review the accomplishments of 2019 and look ahead to developing an even better Lycoming County in 2020.

Phillips/Plankenhorn Small Business of the Year Award

Sponsors:



Large Business of the Year Award

Sponsor:



Emerging Business Award

Sponsor:



For more information or to make a reservation, call the Chamber at 570-326-1971 or register online at www.williamsport.org.





JANUARY 24-26, 2020

**HOURS: JAN 24TH: 6PM - MIDNIGHT
JAN 25TH: NOON - MIDNIGHT JAN 26TH: 10AM - 2PM**

FREE ADMISSION*

*CHILDREN 12 AND UNDER MUST BE ACCOMPANIED BY AN ADULT

LOCATION:	LIBERTY ARENA/KAOS FUN ZONE
SPECIAL:	MAKE SURE YOU ATTEND THE PIN TRADING 101 SESSIONS ON SATURDAY AT 2:00 PM. LEARN ALL ABOUT PIN TRADING FROM OUR PANEL OF PIN EXPERTS.
VENDORS:	WILSON TROPHY, DPH CUSTOM PINS, INFINITI PINS, GS-JJ PINS, KEYSTONE ADVERTISING SPECIALTIES
HOTELS INFO:	<p>TO MAKE RESERVATIONS AT ANY OF THE LISTED HOTELS, PLEASE CALL AND ASK FOR THE "WILLIAMSPORT WINTER CLASSIC" RATE.</p> <p>HAMPTON INN & SUITES @ FAXON: 570-601-5800 TOWNEPLACE SUITES: 570-567-7467 RESIDENCE INN: 570-605-3140 HOLIDAY INN: 570-327-8231 BEST WESTERN: 570-326-1981 GENETTI HOTEL, SURESTAY COLLECTION BY BEST WESTERN: 570-326-6600 CITY HALL GRAND HOTEL: WWW.CITYHALLGRANDHOTEL.COM (ONLINE BOOKING ONLINE) HAMPTON INN DOWNTOWN: 570-323-6190</p>

FOOD AND DRINKS WILL BE AVAILABLE FOR PURCHASE AT THE LIBERTY ARENA FOR THE DURATION OF THE EVENT.

Get Connected With Your Chamber!

www.williamsport.org

chamber@williamsport.org

Phone: 570-326-1971



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.)

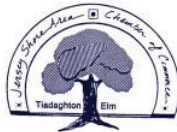
For more information please contact:

Kost Tire & Auto Service

1304 Washington Blvd.
Williamsport, PA 17701
John Dore at (570) 327-1100
www.kosttirepa.com

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

Jersey Shore Area Chamber of Commerce Winter Mixer



Thursday, February 27, 2020

5:00pm - 7:00pm

Tiadaghton Inn

1120 Allegheny Street ~ Jersey Shore

~ Complimentary Buffet ~ Cash Bar ~

Sponsored By:



Sponsorships are also available!

To make a reservation or be a sponsor, call or visit the website.

Phone: (570) 326-1971 or register online at www.williamsport.org

Questions about your Member to Member Benefits?

Call the office at (570) 326-1971
or checkout our website: www.williamsport.org
Under the 'Member Benefits' tab click on 'Member Discounts'



Thank You...

The Williamsport/Lycoming Chamber of Commerce wishes to thank all



that came out to support the 2019 Santa Express Train Excursions in the Williamsport area. It was a pleasure to see familiar friends and families who



were with us on past excursions over the past 19 years. We also enjoyed making new friends joining us for the first time. We look forward to having you with us for future excursions in 2020.



SEDA-COG
RAILROADS

A special *Thank You* goes out to the SEDA-COG Joint Rail Authority, Lycoming Valley Railroad and Penn Valley Railroad for their partnership with the Chamber in conducting these excursions.



The Santa Express Train Excursions are also underwritten in part by the below community minded businesses. They help in keeping this an affordable family event in our community. Please join us in thanking them through your patronage and support.

ALLISON
CRANE & RIGGING
1-800-232-2977



Ciocca Dealerships



LUNDY
LESSORS OF INDUSTRIAL FACILITIES



RIVER VALLEY
TRANSIT
WILLIAMSPORT, PA



MOFF & ASSOCIATES
Retirement Income Planning for the Williamsport Area