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June PM Exchanges



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**Longtime floral
business still coming
up roses**



From Jason's Desk

Jason Fink, President/CEO

It was once the commercial center of Lycoming County, touting five anchor department stores at its peak, the Lycoming Mall opened in 1978 and operated for 45 years. Prior to the mall, department store shopping was primarily found in downtown Williamsport. The decline of the Lycoming Mall started in 2017, as anchor stores and other tenants began to leave.

This isn't unique to the Lycoming Mall. Malls nationwide are declining at a rapid rate due to the rise of e-commerce and exacerbated by the Covid-19 pandemic. In the 1980s, there were approximately 2,500 malls nationwide. They were once community centers for commerce and social activities. As a child of the 80's, I can vividly remember my times at the mall as I was 8 years old in 1978 when the mall opened. My teen years were spent most Thursdays going to dollar night movies at the UA. That space later became Dick's Sporting Goods before they moved over to Lycoming Crossings a few years ago. My senior skip day included a stop at the mall after we had breakfast at Perkins when it was on the Golden Strip. Today, there are roughly 700 malls still operating with only 150 expected to survive over the next 10 years, according to a March 2023 Forbes article.

Dying malls have seen an infusion of capital that attracts new tenants, and some have been converted

into shopping centers. But in many cases, they have been left to die on the vine and become abandoned, blighted properties that leave the tax rolls and present safety concerns that drain local resources.

Its life cycle is akin to what we've seen in downtown Williamsport. After all the department stores left downtown, there was a period when there was little interest in it. Today, we see a more vibrant downtown with a variety of offerings for shoppers and consumers.

The mall's decline has affected not only the business and labor market, but also public entities that rely upon it for taxes and payment of services, including Muncy Township, Lycoming County Water and Sewer Authority and the Muncy School District. This too is similar to what Williamsport experienced.

Our community understood the risk of letting the mall fail. We faced having a 135-acre vacant property that was a looming eyesore off I-180 and a constant reminder of economic decline for Lycoming County. There was collective fear of what it might become, because we have seen properties in other parts of the state realize this fate. We did not want the same outcome as the Century III Mall in Allegheny County, which has remained vacant for more than a decade. Having family in neighboring Westmoreland County, I

have read over the years the struggles they've had there with that property.

An attempt at reviving the mall occurred in 2016, when it was purchased by a New York investment group for \$26 million dollars. The promise was to add new retailers and events to draw people back to the mall, and that drew quite a bit of excitement from the community. Unfortunately, that goal was never fully realized and stores began vacating the property one-by-one, eventually leading to it going up for sheriff's sale twice – in 2019 and again most recently in 2022. We all read in this newspaper the struggles the Lycoming County Water and Sewer Authority had in getting bills paid by the prior owner.

In more recent years, developers seeking to contact the prior owner in attempts to purchase the mall have approached me. None had much luck in making contact with them and when they did, discussions went nowhere. We were fortunate with FAMvest partners who were able to finally get the seller to part with the property. FAMvest wanted to convert the mall property into a mixed-use development. The plan was to purchase the mall property and redevelop it into a live/work/play community that includes commercial, hospitality, recreational and residential components. One of the principals of the development group is a Muncy resident who understands the local community



and wants to see revitalization of the property.

Projects of this magnitude require strong public/private partnerships to succeed and do not happen overnight. Many stakeholder meetings had to occur, and it required commitment from all parties to succeed. The developers met with local leaders and not only shared their vision for the mall property, but also continued to stress their commitment to the community. We are fortunate that these conversations led to the sale of the mall last month.

This project was supported by many stakeholders, including \$5 million in funding from the Commonwealth's Redevelopment Assistance Capital Program and \$50,000 in Multi-Modal Transportation Funds, advocated for by Senator Gene Yaw and Representative Joe Hamm; a \$5 million loan from Lycoming County, supported by the Lycoming County Commissioners; an additional \$5 million loan from Muncy Bank and Trust; \$1 million from the Lycoming Economic Development Foundation; and a \$500,000 loan from our organization. These entities recognized the positive potential of this project and have committed to seeing it succeed. And again, like downtown Williamsport with projects such as the movie theatre and Kohl's, multiple partners came together to help in seeing this development advance.

Now that the sale is final, the developers can start the first phase of the project, which includes changes to the initial infrastructure, adding new transportation assets, demolishing and refurbishing existing buildings, adding new utility assets and constructing new buildings. It has also allowed them to have more substantive conversations with potential national tenants.

The Lycoming Mall's glory days may have come to an end, but the future is bright for the site. Its revitalization will transform our community and certainly spur further investment. Unlike back in 1978, there is much more development already in that corridor. Just in the two exits that you have there, you'll find multiple car dealerships, multiple retail and service companies, a strip-center, manufacturer, and a new hospital just to name a few. The Chamber will continue to work with our public officials and private sector partners to identify and support strong economic development projects. At this time though, we want to take this moment to recognize them for helping to advance this project in enabling a new and transformative opportunity for this site.

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Upcoming PM Exchanges...

Transitional Living Centers

Thursday, July 13, 2023
5:00 - 7:00 pm
900 West 3rd Street, Williamsport



Come visit Transitional Living Centers, Inc. Learn how we aid in the transitioning of men and women from state prison back into the community. Tours will be given at 5:30pm and 6:15pm at the facility. We will gather at The Crazy Tomato at West Third and Maynard Streets, where you can interact with alumni from our program and enjoy food catered by Acme BBQ and drinks provided by Rosko's Brew House from 5-7pm.

Residence Inn

Thursday, July 27, 2023
5:00 - 7:00 pm
150 West Church Street, Williamsport



It's not a room. It's a Residence®. Join The Residence Inn by Marriott as we showcase our new renovations. Come take a tour of our extended stay hotel in downtown Williamsport. Relax in our courtyard and enjoy delicious food and beverages catered by The James.

Nippenose Valley Village

Thursday, August 10, 2023
5:00 - 7:00 pm
7190 South State Rt. 44, Williamsport



Located in the heart of Nippenose Valley our Senior Living Community boasts a warm country setting mixed with a modern facility. Please join us as we showcase how our residents Embrace a Vibrant Life at

Community Arts Center

Thursday, August 31, 2023
5:00 - 7:00 pm
220 West 4th Street, Williamsport



This event promises to be an evening of food and fun with friends from area businesses and non-profit organizations coming together to celebrate the Community Arts Center's 30th anniversary. Come enjoy delicious cuisine prepared by Le Jeune Chef and live entertainment. A special viewing of the "30th Celebration" video in the Martin Theatre will make the CAC's PM Exchange a night you won't want to miss!

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

June PM Exchanges

World of Little League Museum PM Exchange



Thank you to the World of Little League Museum for hosting a wonderful PM Exchange celebrating their renovated exhibition space. Attendees were treated to great food from the Don Waltman's Market House. Chamber members enjoyed an educational evening. Chamber membership committee member Leslie Mayes presents a certificate of appreciation to the museum staff. (l to r) Melissa Mull, Adam Thompson, Leslie Mayes and Brian McClintock.

Geisinger Medical Center Muncy PM Exchange



Geisinger Medical Center Muncy (GMCM) hosted a PM Exchange at their facility on Route 220 on Thursday, June 22. Chamber members enjoyed tours of the facility and highlights of the services offered, a surgical robot demonstration, Life Flight, health screenings, a chance to talk with their providers and staff, refreshments, and giveaways. The New Love Center's Mobile Food Pantry was on site.

Ralph S. Alberts Company PM Exchange



Congratulations to the Ralph S. Alberts Company as they celebrate the 60th anniversary of their business. Chamber members enjoyed an evening of hors d'oeuvres, refreshments, live entertainment and the opportunity to tour their manufacturing facilities to see their unique capabilities, services, and products firsthand.



Fairlawn Community Church celebrated their new Community Center with a ribbon cutting & open house. The church and the community center are adjacent to each other at 353 Pleasant Hill Road, Cogan Station. Thank you to everyone who participated in making this beautiful facility possible! (from l to r) Matt Erwine, T-Ross Brothers Construction; Todd Ross, T-Ross Brothers Construction; Gale Boyer, FCC Building Team; Susan McGarry, ArchCentral Architects; Pastor Steve Cutter; Deb Lakis, FCC Financial Administrator; Bob Kreitz, FCC Building Team Leader; Jim Cowden, FCC Building Team; Tom Ross, T-Ross Brothers Construction; Mike Rhone, FCC Building Team; Tom Reed FCC Building Team; Jody Hickok, FCC Director of Student & Family Ministries; Rick Vilello, PA Department of Community & Economic Development; Jason Fink, Williamsport/Lycoming Chamber of Commerce.

Blaise Alexander Subaru Ribbon Cutting



Congratulations Blaise Alexander Subaru on your new location at 595 Alexander Drive, Muncy. The site, located just off Interstate 180, is Lycoming County's destination for a New or Certified Pre-Owned Subaru.



The Bar on Market celebrated the grand opening of their new venue, The Side Bar. Located next door to The Bar on Market, The Side Bar offers live music, a full bar, and a relaxed atmosphere. (from l to r) Commissioner Tony Mussare; Mary Mussare; Cohen Reynolds; Owners Anthony Muscare & Amber Nehls; Bar Manager, Sabrina Mussare; Music Manager, Julia Saures; Security Manager, Jay Rice; Commissioner Scott Metzger.

The Animal Hospital on the Golden Strip - Ribbon Cutting & Open House



The Animal Hospital on the Golden Strip celebrated their new location at 920 Washington Blvd with a ribbon cutting ceremony & open house. The Animal Hospital on the Golden Strip provides the pets and residents of Williamsport with the best in comprehensive pet care. (from l to r) Cynthia Ward, City of Williamsport; Animal Hospital Staff: Kayla Everett, Natalie Hamilton, Lydia Missigman, Julia Rakestraw, McKenzie Luongo, Melissa Leidhecker, Makenzie Smith, Erica Wright, Jodi Schittler; Representative Jamie Flick.

FEATURE MEMBER



PHOTOS PROVIDED

Some of the unique gifts customers can find at Gustonian Gifts, at the corner of West Fourth and Pine streets in downtown Williamsport.

Gustonian Gifts encourages buying local

By **SETH NOLAN**
Sun-Gazette Correspondent

As a staple downtown Williamsport business, Gustonian Gifts has been a local trend setter and has showcased creative projects often overlooked by living by the motto, "Where Unique Matters" for 18 years.

In 2002, Denyse Miele went on vacation to California with her mom, Barb Miele, and bought a souvenir: a unique license-plate purse of California. She was often asked everywhere she went locally where she had gotten it. This sparked a realization for Denyse: "I could start selling purses here," she said.

Beginning at craft shows selling hand-crafted purses made in Pittsburgh with other items that she and Barb and other family members made, the pair began the early stages of Gustonian Gifts in 2003. Two years later, Gustonian Gifts opened in downtown

Williamsport.

With guidance from Denyse's advisor at Pennsylvania College of Technology and through a helpful class at the Small Business Development Center, in Lock Haven, the Mieles felt equipped to transition to the storefront.

"Craft and art shows were a big learning experience for us," Denyse said. "We had a variety of products we sold so we always made enough to at least pay our fees if it was a bad show for us. The big lesson for us was seeing our artist friends who specialized in one product getting passed over if the customer had no interest or need for the product."

Watching people's unique and skilled work go unnoticed steered a certain direction for the store to currently include local to global artists. "We have handcrafted gifts, many one-of-a-kind pieces," Denyse said. "We have price points for any budget."

Over the last 18 years, the Mieles have watched retail shift from in-person to online and the fluctuation between. This has led Gustonian Gifts to continue the in-person shopping experience they're known for, but also to add online shopping.

"People are more apt to buy online," Denyse said. "We have a website, www.gustoniangifts.com. We have a typical ecommerce site where we ship all over, but we have the option where customers can buy online and pick up in-store if they live close."

No matter the retail trend, Denyse stressed the importance of the local community's support in evolving downtown retail.

"We have a beautiful downtown with amazing architecture, restaurants, hotels and Bed and Breakfasts, and shops," Denyse said. "It truly is one-stop shopping, dining, and more just steps from area hotels. Buy local! Supporting small business means you're also supporting your local community."

Spending your money there helps stimulate the local economy and keep business booming within your local area. Buying local with us helps small businesses everywhere."

For local businesses, especially those downtown, each has unique perspectives and experience gained on how to improve the area and businesses in it. Gustonian Gifts has seen many eras of downtown commerce and plans to stick around and invest in downtown and its development.

"I'd like to see more events like arts festivals, Sip and Strolls, and an Ice Festival," Denyse said. "I also hope to see slanted parking down Pine Street to bring more people to our town. If we had slanted parking on Pine and Fourth down to Pine and Third, I know our downtown would be even more popular than it already is. This type of parking would allow for people to park right in front of your place of business. This might just give us an extra 20 years in town."

LEGACY MEMBER

Longtime floral business still coming up roses

By **MIKE REUTHER**
Sun-Gazette Correspondent

Janet Johns discovered her love for flowers while growing up near Rose Valley Lake and turned that passion into a business.

For the past 37 years, she has owned and operated Janet's Floral Creations, Williamsport.

"I didn't know what I wanted to do growing up other than being outside and around nature," she said. "And, of course, I loved horses."

She did know she liked the flowers her late mother, Edith, grew in her flower garden and the daisies and dandelions that seemed to magically sprout from the ground every year.

Edith had an idea of selling art crafts kits, while Janet wanted to have a flower business.

Janet's idea was to sell flowers on driftwood and wood products her father and brothers made.

And so, the two combined their two passions and started a partnership.

"We bought this on a shoestring budget," Janet said as she sat in the front room of the business at 1718 Four Mile Drive.

Like many budding entrepreneurs Janet and her mother put in many long hours to get the business established.

Money was tight and Janet also worked at K-Mart evenings and weekends to bring in more income.

"I was brought up in a hard-working Christian family," she said.

The business grew and eventually focused on floral sales.

"People love our lilies," she



MIKE REUTHER/Sun-Gazette Correspondent

Above, Janet Johns with a floral arrangement.



said. "We sell sunflowers all year."

The shop also sells its share of carnations, mums, and daisies.

"There are some gifts, novelty containers and mugs," she said.

She gives much credit to her staff of creative floral arrangers and other employees for making the business successfully operate.

Janet has seen how the floral business has changed over the years, but what has remained the same is her passion for putting out

a good product and satisfying her customers.

The Internet changed things," she said. "We have a tremendous online service."

One of her goals, she said, is to update the website for more of the custom-design products.

The shop is open Monday through Friday 9 a.m. to 3 p.m. and Saturdays 9 a.m. to 1 p.m.

Daily deliveries are made until 5 o'clock.

"We do a lot of weddings and funerals," Janet said.

A focus is creating beautiful weddings and sympathy bouquets.

Valentine's Day and Mother's Day are the two busiest times for the business.

Like many business owners, the COVID-19 pandemic posed real challenges for Janet.

The shop was forced to shut down for several months, and the challenge of obtaining supplies and materials also hit the business.

"After COVID, we shortened our hours," she said.

But like many entrepreneurs, she has grown used to the pendulum swings of running a business.

After all, owning a business means putting in the work and focusing on the overall great task at

hand.

Her advice to budding business owners?

"Be willing to work long hours and give up your weekends and dedicate yourself to your goals," she said.

She feels her passion, hard work ethic, and religious faith have been the keys to growing and sustaining a business for so long.

Janet said it the floral business is fun and rewarding.

"We just want to keep providing a good service to people," she said.

At this point, she has no thoughts of retirement and giving up her passion.

"One of my goals is to make it to that 50th year anniversary," she said.

SMALL BUSINESS

Real estate agent meets modern challenges and changes

By **SETH NOLAN**
Sun-Gazette
Correspondent

Cami Mahaffey, broker of RE/Max West Branch, brings two decades of experience in the ever-fluctuating real estate industry to achieve what she finds to be the most rewarding part of the job: “I really just like helping clients achieve their dreams of owning a home,” she said.

Re/Max West Branch specializes in residential, commercial and luxury real estate. They help sellers price and market their properties effectively while helping buyers in finding their dream home. RE/MAX agents pride themselves on smooth communication and negotiation with everyone involved in the often complicated real estate business.

“Working in real estate for two decades provides great opportunities for personal and professional growth,” Mahaffey said. “Over time, I have expanded my knowledge, developed new skills, and become an expert in the real estate industry. This constant learning and growth can be personally fulfilling and it gives my clients and other agents in my office the competitive edge.”



PHOTOS PROVIDED

Cami Mahaffey, left, a broker with RE/Max West Branch, says the real estate sector sees a lot of change but “we are going to continue to provide exceptional service and achieve high levels of client satisfaction.” The agency recently sold houses on Sechler Drive in Montoursville, above left, and Hoover Street in Williamsport, above right, among many others.



time before making a purchase decision.”

As with every industry, the COVID-19 pandemic has changed the demand, the buyers, the sellers, and nearly every aspect of real estate.

“COVID-19 has accelerated the trend of remote work and flexible living arrangements,” Mahaffey said. “The ability to work from anywhere has fueled the rise of suburban and rural real estate markets, as people seek larger homes and access to nature.”

But no matter what iteration the real estate market is in, RE/MAX has been there to help sellers and buyers alike. “We are going to continue to provide exceptional service and achieve high levels of client satisfaction,” Mahaffey said.

The real estate market is notoriously in flux, so it requires someone of Mahaffey’s experience to be able to navigate successfully. Over the years, she has watched this market shift and turn, but one of the biggest changes she saw was the buyers themselves.

“There’s been a shift in buyer behavior,” Mahaffey said. “Buyers are increasingly relying on online resources to search for properties, compare prices, and gather information about neighborhoods. They are more informed and take their

With the real estate industry becoming increasingly

influenced by technology, I hope for the RE/

MAX brand to stay at the forefront of innovation.”

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NEW MEMBER

Home inspection business overcomes obstacles to 'master' field

By **ASHLEY BARNETT**

news@sungazette.com

HouseMaster is a franchise that was founded by Ken Austin in 1971. Since then, the New Jersey-based company has spread all through North America. Kevin and Laurie Crane got introduced to HouseMaster and the home inspection industry in 2000. The couple felt that HouseMaster was a good fit for them because the company had a good reputation and was family oriented.

The Cranes opened their own franchise of the business in September 2000. For the first five years the couple only had rights to the northern part of Pennsylvania. In 2006, the Lewisburg franchise was sold to them and they now service 14 counties in the state.

Much like many businesses, HouseMaster is no stranger to trials. They faced struggles when the housing market crashed in 2008. Recently, they faced hardship during the pandemic. The business was shut down as it was deemed non-essential work.

"We had those issues where people were coming into town buying houses," said Kevin Crane. "We do a lot of stuff for doctors in the area and doctors coming in. They're essential. They need a place to live too."

After a few weeks the business had been cleared to work again. HouseMaster has been able to maintain business with its multiple services. These



PHOTO PROVIDED

Kevin and Laurie Crane conduct an inspection at an area home.

services include full home inspections, commercial building inspections up to 100,000 square feet, water quality testing, septic testing, radon testing, inspection for wood destroying insects, mold testing, air quality testing, lead-based paint inspection and foundation certifications for manufactured homes that need an engineering certification that they work through another company to provide.

"We like to advertise it

as a one-stop shop," Kevin said. "Laurie goes over and explains everything we do to every customer that calls in and helps them understand the process. Then, once they've committed to a service, she schedules times for all parties involved."

"We are dedicated to what we do," Laurie Crane said. "We treat each customer like they are special. Whether it's their first home or their fifth home, we know how important

it is to them. We think of our customers as family."

"Not all home inspectors are the same," Kevin said. "Not all of them have the same training. Not all of them have the same standards to follow."

HouseMasters require yearly training for their inspectors. They also offer insurance to real estate agents that they work with that lasts up to 90 days. They hold themselves to a high standard in order to guarantee the best work.

"We want people to know there's a lot of inspectors out there, but there is only one better," Kevin said. "We know master – HouseMaster."

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Leadership Lycoming Graduation

The Leadership Lycoming Class of 2023 graduated on June 8, 2023 at the Williamsport Country Club. The morning started with brunch and a welcoming of class members and attendees by Brian McClintock Leadership Lycoming Chair and Senior Communications Executive, Little League International; followed by remarks by Jason Fink, President/CEO, Williamsport/Lycoming Chamber of Commerce. Each class member then received their Leadership Lycoming Class of 2023 plaque and Leadership Lycoming pin; presented to them by Brian McClintock, Operating Committee Chair, David Boyle, Operating Committee Vice Chair, and Leadership Lycoming Program Coordinator, Meghan Quinn. Class speaker, Jesse Osborne, gave a remarkable speech reflecting the year and encouraging the class of 2023 to get involved in the community where they feel most passionate. The Donna Bastian Community Service Award was presented to Brenda Nichols.



Leadership Lycoming Class of 2023

Follow Leadership
Lycoming on Facebook!



Thank you to our Sponsors!

Thank you to our sponsors C&N Bank, The Hartman Group, Heritage Springs Memory Care, and Susquehanna Community Bank.

A special thank you to the Williamsport Country Club staff for putting together such a great event.

Thank you to Keystone Advertising for the graduation plaques and the Donna Bastian Community Service Award.

Congratulations to the Leadership Class of 2023!
Truly The Best Class Ever!



Brian McClintock, Leadership Lycoming Chair with Brenda Nichols, Donna Bastian Community Service Award recipient.



www.leadershiplycoming.org

Tour Planners Tour Lycoming County

The Lycoming County Visitors Bureau recently hosted motorcoach tour planners from Ontario, Washington DC and Pennsylvania on a tour of Lycoming County. The “fam tour” (short for familiarization tours) is designed to educate the tour planners on attractions, dining and lodging options available for groups traveling to Williamsport and Lycoming County.

The tour planners arrived Tuesday, June 13th for a relaxing evening including dinner. Wednesday, June 14th started the first of two full days of tours. The day began with a guided tour of the Historic District including a Millionaires’ Row tour aboard the Trolley with visits to the Thomas T. Taber Museum and the Rowley House Museum. After a busy morning in the Historic District, the group traveled to Le Jeune Chef for a delicious lunch. The afternoon was spent touring the downtown shops, eateries and admiring the beautiful architecture and artwork. The group spent the evening at dinner and caught a game to cheer for the Williamsport Crosscutters at Muncy Bank Ballpark at Historic Bowman Field.

On Thursday, June 15th, the group started the day with a meeting with snakes, alligators and parakeets at Clyde Peeling’s Reptiland. We made a stop at Four Friends Vineyard for a tour and tasting and enjoyed the spectacular views from their patio. Next was a stop at the World of Little League Museum with a picnic lunch and tour of the Little League Complex and Museum.

Afterwards, the group traveled to Nomad Distilling for some tasty beverages. The afternoon continued with a relaxing cruise aboard the Hiawatha Paddlewheel Riverboat. The tour concluded with a delicious cone of Eder’s Ice Cream.

The tour planners had a wonderful time learning all there is to see and do in Lycoming County. The Lycoming County Visitors Bureau would like to thank everyone involved for participating in another successful tour of Lycoming County.



The Chamber Welcomes New Staff Member



Hi. I’m Becky Steppe, the new Front Desk Receptionist at the Chamber office. I am a life-long resident of Lycoming County. I retired after 20+ years from Lycoming County working in various departments such as Voter Services, Prothonotary and the County Prison. I have one son, a daughter-in-law and two grandsons. I look forward to meeting all of you, so stop by the Chamber office or events and say hello. Fun Fact: July is National Ice Cream Month and we all scream for ice cream no matter what your favorite flavor is. My favorite is mint chocolate chip. Ice cream helps with your healthy diet by giving you one of your three daily servings of dairy.



WILLIAMSPORT
LYCOMING COUNTY, PA

LYCOMING COUNTY VISITORS CENTER



HOURS
APRIL 1st - NOV. 30th

Monday	.....	CLOSED
Tuesday	.....	10AM - 3PM
Wednesday	.....	10AM - 3PM
Thursday	.....	10AM - 3PM
Friday	.....	10AM - 3PM
Saturday	.....	10AM - 3PM
Sunday	.....	CLOSED



Member Renewals

Received between June 1, 2023 and June 22, 2023

Thank you to our renewing members!

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

First Year Renewal

Davie Jane Gilmour
More Than A Mortgage
Tag's Take Out & Italian Specialty Store
Traditional Home Care

Members 2 - 5 Years

Blessed Beginnings Preschool & Childcare LLC
Bruster's Real Ice Cream (East End Scoop)
Four Friends Vineyard & Winery
International Development Corporation
Karen Retorick
Lycoming Digital Copier Co.
Masters Excavating LLC
Nomad Distilling Co.
PennCore Consulting
State Farm Insurance Agency - Russell Reitz
Strosser Baer Architects, LLC
Under Pressure Connections LLC
Wilson Trophy Company
Wolfe's General Store/Slate Run Tackle Shop

Members 6 - 10 Years

Ashton's Angels
B&E Plumbing Corporation dba: PlumbingMasters
Boom City Brewing Company
Coterra
Fry's Fire Protection, LLC
Heritage Springs Memory Care Inc.
R&B Insurance Services, LLC
Saving Lives for Zachary
Schon Properties
Seneca Resources Company, LLC
USI Insurance Services
Weaver Wireless Consultants LLC

Member 11-20 Years

Rennie Rodarmel Agency/Allstate Insurance Co.
Rogers Uniforms LLC
The Hillside Catering

Member 21 Years

Susquehanna Computer Innovations, Inc.

Member 36 Years

Ettinger's Landscaping Services and Garden Center

Members In The News...

New Trail Brewing Dedicates Award-Winning Replenish IPA to Support Sustainable Forestation

Donates \$1 per case to Pennsylvania Parks and Forests Foundation in Perpetuity

New Trail Brewing Company captured top honors at the 2023 Craft Beer Marketing Awards, including a Global Crushie in the Bigger than Beer: Cause-related Beer Project or Campaign category for Replenish IPA.

"Replenish is a beer on a mission," says Mike LaRosa, Director of Brewing Operations and Co-owner of New Trail, who has a degree in Environmental Studies. "New Trail Brewing has made a commitment to new tree growth wherever this beer is sold. One dollar from every case and a portion of kegged draft sales of Replenish IPA in Pennsylvania are being donated to the Pennsylvania Parks and Forests Foundation's fund to plant and replenish the native tree population."

"Since our inception in 2018, the New Trail brand has built a like-minded community that cares deeply about the natural environment and beauty of the Northeast," says Don Rieck, Marketing Director, New Trail Brewing Company. "Our brand reflects our culture. We brewed Replenish IPA from the outset with the intention to dedicate support to the forests that our team and our customers appreciate." Since the project's inception in September 2022, New Trail has donated \$25,000 for reforestation, and has committed to the plan in perpetuity.

"In addition to its philanthropic component, people love Replenish for its flavor," says LaRosa. "Replenish is a West Coast-style IPA that's bright, crisp, and balanced with notes of sticky pine and deep citrus." In addition to receiving the Global Crushie award for the campaign, New Trail Replenish IPA received a Gold Crushie for Best Original Cause-Related Video, the 2023 Chair's Award from PA Parks & Forests Foundation for their commitment, along with a 2023 World Beer Championships Silver Medal for the ale's character.

New Trail has expanded its philanthropic outreach to include Maryland and will add New Jersey later in 2023, donating an amount proportional to the sales in each state.



About New Trail Brewing
Founded in 2018 and headquartered in Williamsport, PA, New Trail Brewing Company produces, cans, and distributes top-quality craft beers across Pennsylvania, New Jersey, and the western half of Maryland. New Trail employs 48 talented team members and produced over 29,000 barrels of craft beer in 2022. The brewery's Tasting Room features indoor and outdoor gathering areas, 12 beer taps, PA wine and PA spirits-based craft cocktails, and an onsite food truck.

NewTrailBrewing.com



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
Jon 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



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

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

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

Newer to the Chamber? Our 'New Business' and 'Small Business' features are a great way to promote yourself.

Contact Brittany Wittman at bwittman@williamsport.org or (570) 320-4202 for more information.

Upcoming Events

Ribbon Cutting & Open House: Garner Behavior Services

Saturday, July 8, 2023 | Ribbon Cutting: 11:00 am
Open House directly following the ribbon cutting
138 Catawissa Avenue, Williamsport

Grand Opening & Ribbon Cutting: ModWash Laundromat

Friday, July 14, 2023 | Ribbon Cutting: 5:00pm
Open House: 5:00 – 8:00 pm
324 Broad Street, Montoursville

Grand Slam Parade Monday, August 14, 2023

Williamsport Welcomes the World Friday, August 25, 2023

Chamberlinks Golf Outing Friday, September 15, 2023

Chamber Members...

New Business? Have you moved to a new location? Coming up on a business anniversary or have something to celebrate?

Participate in a FREE ribbon cutting ceremony!

Contact Taryn Hartle for more information at 570-320-4209
or email thartle@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.

APPLICATION CRITERIA

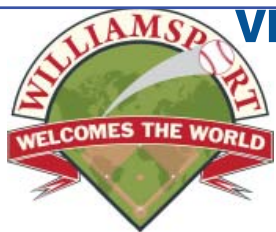
The Revolving Loan Fund is available to:

- Individuals, corporations, limited liability companies and non-profit organizations
- Gross sales less than \$1,000,000 annually or employ less than 50 individuals
- Place of business or significant amount of business in Lycoming County
- Start up enterprises, expansion of existing business or relocation of business to Lycoming County

For more information please contact:

Bo Hornberger, Vice President & Chief Financial Officer
Williamsport/Lycoming Chamber of Commerce
Phone: (570) 320-4206 Email: bhornberger@williamsport.org

Registration is Open



VENDOR REGISTRATION FORM

August 25, 2023 5:00PM - 9:00PM

Registration deadline: August 11, 2023

\$25 late registration fee added after July 28, 2023

VENDOR SPACE FEES

\$75 - 10'x10' | \$150 - 20' x 10'

*additional fee for space over 20' x 10' - call 570-320-4216 for pricing

Business/Group/Organization Name: _____

Contact Person Name: _____

Street Address: _____ City: _____ State: _____ Zip: _____

Phone Number: _____ Email (REQUIRED): _____

Vendor Space Size (circle one) : 10'x10' 20'x10' 20'x10' < -If over 20'x10', please indicate actual size _____

*complete separate form if purchasing more than one vendor space

**a tent permit will be needed for tents larger than 10'x10' and can be purchased by calling City of Williamsport Codes Department @ 570-327-7517

List Below All Products Being Sold for Proper Vendor Placement at Event (List Menu & Pricing if Food Vendor)

Vendor Information: ☐ Food Truck ☐ Trailer ☐ Booth/Tent ☐ Cart

Truck/Cart/Booth/Tent/Trailer Dimensions: Length _____ Width _____ Height _____

If food truck, which side do you serve from (circle one): Driver Passenger Both

General Rules For Vendors:

- Vendors are required to remain in place for the duration of the event each day.
- Vendors are required to supply their own power source. Generators should be quiet operating models.
- Vendors must remain inside their assigned space.
- This is a family-based event. Products deemed inappropriate will be removed.
- Space will be allotted by the planning committee to best utilize available space.
- \$50 fee will be assessed to a vendor leaving garbage behind.
- Food vendors are required to have all applicable permits.

Payment

☐ Check enclosed (payable to Williamsport/Lycoming Chamber of Commerce) ☐ MasterCard ☐ Visa ☐ Discover ☐ AMEX

Credit Card# _____ Exp. Date _____ CVV _____ Total _____

*Vendor forms received after the deadline of July 28 include additional \$25.00 processing fee.

Return this form with payment to: Williamsport/Lycoming Chamber of Commerce, 102 West Fourth Street, Williamsport, PA 17701.

No inquiries regarding your vendor space. You will receive via email information and map to your location by August 19.

Questions on Applications and Payments: Meghan Quinn - mquinn@williamsport.org or Call 570-320-4216

Questions on Event Details and Logistics: Sean Walker - swalker@cityofwilliamsport.org or Call 570-326-6399

NOTE THAT THIS IS AN APPLICATION TO PARTICIPATE. APPLICATIONS WILL BE DENIED UPON FILLING OF AVAILABLE EVENT SPACE OR IF PRODUCTS ARE DEEMED INAPPROPRIATE FOR THE EVENT.



Williamsport Welcomes the World is an event produced in partnership by the City of Williamsport and Williamsport/Lycoming Chamber of Commerce



THE 34TH ANNUAL CHAMBERLINKS GOLF OUTING

FRIDAY, SEPTEMBER 15, 2023

WHITE DEER GOLF COURSE

REGISTRATION 7:30AM - TEE OFF 8:30AM

RAIN DATE: TBA



Tournament Sponsors: Dine Around Sponsors: Business Showcase Sponsor:



2023 CHAMBERLINKS GOLF SPONSORSHIP OPPORTUNITIES

\$2000	TOURNAMENT Includes Two foursomes, premium sign placement and name on all printed material
\$1600	DINE AROUND Includes One foursome, premium sign placement and name on all printed material. Contribute towards restaurant gift certificates provided to each golfer in lieu of a large meal at the conclusion of the tournament
\$1000	On Course Business Showcase While the golfers wait their turn on selected holes, showcase your business with hand-outs, games and networking! Includes One foursome.
\$1000	BEVERAGE Includes One foursome, a professional sign and name on all printed material
\$1000	BREAKFAST Includes One foursome, a professional sign and name on all printed material
\$1000	CONTEST HOLE Includes One foursome, a professional sign on a contest hole and name on all printed material Provide a gift from your company for the golfer winning your contest hole
\$750	FLAG Includes One foursome and a flag on a hole with your company name and sponsor year — Yours to keep!
\$250	TEE Includes a professional sign with your company name on the course
\$500	FOURSOME ONLY
\$125	INDIVIDUALS ONLY

2023 ChamberLinks Golf Outing Registration

Name of Company: _____

Address: _____ Phone: _____

Yes, I would like the following sponsorship: _____ Tournament (\$2000) _____ Dine Around (\$1600)
_____ Business Showcase (\$1000) _____ Beverage (\$1000) _____ Breakfast (\$1000) _____ Contest Hole (\$1000)
_____ Flag (\$750) _____ Tee (\$250) _____ Foursome Only (\$500) _____ Individual (\$125)

Names of Foursome: (1) _____ (2) _____

☐ Check Enclosed (3) _____ (4) _____

☐ MC ☐ Visa ☐ Disc ☐ AmEx card# _____ exp. ____/____ CVV# _____

Cardholder Name/Signature: _____

Cardholder Address: _____

Cardholder Email Address: (for copy of receipt) _____

Return to: Williamsport/Lycoming Chamber of Commerce, 102 W. Fourth St., Williamsport, PA 17701 Fax: 570-321-1209



MARCELLUS SHALE COALITION



Business Energy Forum

Tuesday, July 25

11:30am - 1:30pm

Alvin C. Bush Center - Penn's Inn

Pennsylvania College of Technology

The Williamsport/Lycoming Chamber of Commerce is pleased to partner with the Marcellus Shale Coalition for an upcoming Business Energy Forum. Hear from MSC President Dave Callahan and other speakers on the impact and role that natural gas development is having in our region and across the Commonwealth. This event is free to members of the Williamsport/Lycoming Chamber of Commerce. Lunch will be provided. Space is limited.

To register, visit: <https://www.eventbrite.com/e/msc-business-energy-forum-registration-663234240467?aff=oddtcreator>

Upcoming Events

Williamsport/Lycoming Chamber of Commerce

Morning Member Connection

Friday July 21, 2023—7:30AM - 8:45AM

Featured Speaker: US Congressman Glenn "GT" Thompson

Topic: Federal Legislative Update

Genetti Hotel—200 West Fourth Street, Williamsport

Program Cost: \$20

Join us for a federal legislative update with Congressman Glenn "GT" Thompson as we bring together business leaders and local officials, to network and discuss current and upcoming policy issues.

You will hear from Congressman Thompson, chair of the House Agriculture Committee, about federal legislation and policies being advanced in Washington that affect our business community. Hear his take on what is happening in Washington and how it may impact us here in Lycoming County and all of Pennsylvania.

Brought to you by these program sponsors









For reservations call 570.326.1971, or go to www.williamsport.org
RSVP by Tuesday, July 18.

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

President/CEO Jason Fink
570-320-4213 - jfink@williamsport.org
Editor Brittany Wittman
570-320-4202 - bwittman@williamsport.org
STAFF
Vice President & Chief Financial Officer Bo Hornberger
570-320-4206 - bhornberger@williamsport.org
Vice President Operations, Marketing & Communications.....Brittany Wittman
570-320-4202 - bwittman@williamsport.org
Accounting Clerk/Executive AssistantCindy Robbins
570-320-4201 - crobbs@williamsport.org
Leadership Lycoming/Special Events Coordinator.....Meghan Quinn
570-320-4216 - mquinn@williamsport.org
Tourism and Group Tour DirectorRegina Edwards
570-320-4208 - gedwards@williamsport.org
Membership DirectorTaryn Hartle
570-320-4209 - thartle@williamsport.org
Membership DirectorBecky Steppe
570-326-1971 - chamber@williamsport.org

Williamsport/Lycoming Chamber of Commerce 102 W. Fourth Street, Williamsport, PA 17701

www.williamsport.org

www.visitlycomingcounty.com

www.leadershiplycoming.org

2023 Montoursville Chamber of Commerce Summer Picnic Sponsorship & Registration



Tuesday, August 1, 2023 from 5pm to 7pm

Pier 87 Bar & Grill, 5647 State Route 87, Williamsport

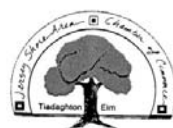
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COMMITTED TO QUALITY... GUARANTEED

Senator
Gene Yaw

W. B. KONKLE
MEMORIAL LIBRARY

Sponsor/Register online: <https://business.williamsport.org/events>
select 'Montoursville Chamber of Commerce Summer Picnic 2023'



Jersey Shore Area Chamber of Commerce Picnic Sponsorship & Registration

Enjoy a relaxing evening of food and drinks
under the pavilion at the Nippenose Tavern

Tuesday, September 12, 2023
5:00pm-7:00pm
Nippenose Tavern
6391 Route 654 Hwy
South Williamsport, PA 17702



Sponsors:

The Muncy Bank
& Trust Company



Sponsor/Register online: <https://business.williamsport.org/events>
select 'Jersey Shore Area Chamber of Commerce Summer Picnic-2023'