

CHAMBER CONNECTION

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

J&M Construction: A family tradition of dedication to customers

SERVPRO: A national restoration company with a local touch

Welcome new members



The Graphic Hive:
A one-stop shop for all promotional apparel



Energy continues to be a major topic at the local, regional, state and national levels. It's understandable given the proliferation of those items that now require some form of electric power for operation. There was a recent announcement that Three Mile Island was going to be starting back up after its owner, Constellation, finalized a 20-year agreement with Microsoft to purchase all of the power it will produce.

Microsoft will use this to power a data center operation. The amount of power that the unit at Three Mile Island will restart is roughly the same equivalent to what the Hamilton Patriot plant in Montgomery produces. From the various stories I've read, it'll be around 835MW which the Hamilton Patriot plant produces 864MW. To provide some context, you're looking at power for roughly 800,000 to 1,000,000 homes.

In mid-September, a reporter from the largest newspaper in Norway visited our area to get a closer look at the natural gas production and to speak with those who support and those who are against it. The reporter reached out to us to speak and I had a good conversation with him prior to his arrival. He shared that they were looking to get a better understanding of the dialogue in the US involving the industry. Norway is a large producer of oil and gas and they wanted to see how the discussion here compared to what takes place in their country.

We met here at the office and then went to do a driving tour of the county for them to get perspective of where the drilling has taken place relative to Williamsport. The first thing they noted was the distance traveled to get to the wellsite. We traveled about 6 miles from downtown Williamsport and they thought from what was reported that they were more prolific and in more densely populated areas.

They then noted how small the finished producing wellsite was relative to reporting they followed on drilling. Their expectations were that the site would be taking up several acres of land and that the remaining equipment was going to be highly visible and make loud noise. As they noted after seeing it, it was small and not something easily viewable from the roadway with no noise to be heard from where we were standing.

We touched on the uses of the gas and one of the primary impacts for energy being the natural gas power plants that have been built to utilize the Marcellus gas. It's been noted how these plants have provided a much cleaner source of electricity in comparison to coal plants. When they saw the plant in Montgomery, they again noted the relative smallness of the plant and the low amount of noise it was making for the amount of power being generated there.

During the time with them, I asked if they had spoken to others on both sides of this debate and they shared that they had talked with others who were supportive of the industry and those who were against it. They noted a difference here in the US with the production was that the gas and oil drilling takes place offshore and is sovereignly owned. That's a major difference whereas with here, much of the activity is on land and private land owners are compensated instead of that money going to the government. It was a great opportunity for our area to be included in the piece and hopefully will further the support of the industry here in the commonwealth.

One other item that I would be remiss in not sharing is our organization and my personal condolences and prayers to Mike Flanagan's family and the Clinton County Economic Partnership. Mike's passing came after a lengthy battle with cancer. I can say that I've known Mike for the majority of my time here at the Chamber as he and I started working at our respective organizations the same year.

Mike was passionate about Clinton County. He was a huge advocate for businesses and the people that live and recreate there. I always appreciated getting the chance to catch up with him. We'd talk a little business but then share what was going on with the family and other things we were doing away from work. He was big into Central Mountain sports and heavily involved in supporting the girls high school programming there. I know he gave as much as he could, even serving as a PA announcer for the girls high school basketball games.

If you talked to anyone over in Clinton County, everyone knew and liked Mike. Those of us outside of Clinton County felt the same way. It is truly a great loss for not only Clinton County, but our region, with his passing.



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Welcome!

September Ribbon Cutting



Amy's Dockside Bar & Grille held their Ribbon Cutting ceremony on Friday, September 27th. Guests were treated to live music while they enjoyed delicious food and drink. Give them a visit at 2020 Riverside Drive in South Williamsport.

Upcoming Ribbon Cuttings

Join us at C-Suite on Thursday, October 3rd at 5:00pm for an Open House and Ribbon Cutting!
153 W. 4th Street, Suite 5, Williamsport (located above The Crooked Goose)
Meet Jenny Broaddus, PhD, LPC, and learn about her counseling services catered to help leaders in our area.
<https://c-suitecounseling.com/>



Jackass Brewing Company's Grand Opening & Ribbon Cutting, Friday October 4th!
Ribbon Cutting @ 3:45 | Grand Opening @ 4:00pm
301 W. Third Street, Williamsport
We are a small craft brewery with a mix of excellent food, terrific service and outstanding beers made in-house and locally.



Service 1st Federal Credit Union is celebrating its new Muncy location with a Ribbon Cutting!
Wednesday, October 16th @ 11:00am
200 Muncy Creek Blvd., Muncy
Join us in celebrating the official grand opening of our 12th branch location!
A light lunch will be served immediately following the ceremony.
To RSVP contact Colleen Phillips via email at phillipsc@service1.org by October 10.



September Breakfast Meeting



The Chamber held an annual Morning Member Connection with Congressman Dan Meuser on September 4th at the Williamsport Country Club. Congressman Meuser provided our members with insight into what he is advocating for during his time in Washington. He was also gracious enough to answer questions from the audience and spend time speaking with members afterwards.

Want to be featured in an upcoming Chamber Connection?

Reach out to Mark Stankiewicz at mstankiewicz@williamsport.org to learn more!

FEATURE MEMBER

The Graphic Hive: A one-stop shop for all promotional apparel

By **MATTHEW COURTER**
mcourter@sungazette.com

The Graphic Hive had a humble beginning as a partnership between three recent Pennsylvania College of Technology graduates, but as the business celebrates its 15th anniversary this month, owner John Yogodzinski has big plans to keep the innovative design company thriving.

"We started very small as an apartment-based business. We wanted to push the limits of what we were capable of, because we were fresh out of college, wanting to do some innovative, fun things," Yogodzinski said.

At first the friends would meet up after work to discuss ideas for the business until Yogodzinski brought up the idea of setting up an office, initially setting up shop at The Pajama Factory, before moving downtown, and eventually their current location, 124 Reynolds St., Suite 2, South Williamsport, in October 2020.

"Since then, we've been on a fast track of investing a lot in automated equipment, getting new technologies and trying to keep up with the pace of how fast the industry is growing," he said.

Those upgrades include a color temp station, an automatic prep, eight heads of embroidery and direct to garment printing.

"Now we have the capacity to take on anything, and we can turn things around quicker, more efficiently and in higher quality to make the end product better for our customers," he said.

Like a lot of industries, Yogodzinski's business faced difficulties during the pandemic.

"COVID was an interesting time, but we kind of took it and ran with it," Yogodzinski said.

"A lot of our business has been events like 5ks, concerts and festivals, and when that first hit, we were like, 'what do we do to keep the press spinning,'" he said.

I had just put the purchase order in for the press, I was like, 'am I doing the right thing, because we can barely get 50 t-shirts in an order, because there's nobody doing anything,'" he said, explaining that the company turned to web-store and fundraisers to get through the period.

The Graphic Hive offers a variety of printing options for a number of items, including hats, polos, t-shirts, sweatshirts and hoodies, as an embroidery option.

They function as one stop shop, also offering assistance in the artwork being applied to the various products.

"We're a design first company, and if the design doesn't work, then the product might not have the desired outcome in the end," Yogodzinski explained.



MATTHEW COURTER/Sun-Gazette

The leaders and staff of the Graphic Hive use new technologies to meet the needs of their clients.

"When we consult with somebody, we always ask, 'what are we trying to do,'" he said.

I enjoy working with some of the high school bands, because they usually have a theme for their program. And we can come up with something cool that the kids probably want to wear, as opposed to just the band logo," he said.

Apparel is far from the only service Yogodzinski and his team have to offer, as marketing is something he is particularly passionate about.

"We also offer web design as a service. If you're a small business or you're just trying to get the word out online, we can help you," he said.

"I tend to geek out and have fun with marketing. Tell me your problems, and I'll try and figure out what the solution is," Yogodzinski said.

"It's not like I just slap a logo on something and call it a day," he said, adding that he likes to find themes in names or messages to play off in his designs.

Some of The Graphic Hives' most prominent clients in-

clude Petticoat Junction Campground, Today Farm, a number of local school districts including Loyalsock, Hughesville, Williamsport and Montoursville, Bullfrog Brewery, and both Penn College and Lycoming to name a few.

"We do a lot of stuff for Frito-Lay, and they're fun because

(See THE GRAPHIC HIVE, Page 9)



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LEGACY MEMBER

J&M Construction: A family tradition of dedication to customers

By **MATTHEW COURTER**
mcourter@sungazette.com

J&M Construction Specialty Inc. has been an area staple in commercial construction since the late 1980's. Today the company continues to thrive, thanks to a legacy of devotion established by the founders, according to CEO Brian Shearer.

"We're a second generation family business," said Shearer, who began working in the family business at 12 years old.

This continued through college, where he received a degree in construction management from Pennsylvania College of Technology. After a brief move to Philadelphia, Shearer returned to the area, and has owned the company with his brother, Shawn, president of the company, and cousin, Jim, who acts as secretary and treasurer, since 2018.

"My father, Timothy and uncle, Robert, started the business in 1987, and we were incorporated in 1993," he said.

"The J and the M are actually my mother, Marcia and my aunt, Jackie and Marcia," he explained.

"My uncle was a traveling district manager for Payless Shoe Sources, and he got tired of wanting to do that. He was actually living in Philadelphia and wanted to move home," Shearer explained.

"He and my dad started doing some small construction jobs together, and then we got into fixturing. We would go and put in new stores for Payless, take out old stores, and then just kind of grew from there, we started getting more into the commercial construction end of things," he said.

Jim Bower Sr., who Shearer calls a "great mentor" would later



PHOTO PROVIDED

J&M Construction works on a car wash. The commercial construction firm's work takes them throughout eastern Pennsylvania.

give the company their big break into constructing hotels.

"He really took us under his wing and helped us progress in as

far as building hotels and bigger projects like that. Another guy in the area that we work for a decent amount is Keith Eck, of Eck Re-

alty. He's another big mentor of mine," Shearer said.

"We do anything in the commercial realm, from factory work

to hotels to schools to churches, basically anything along those lines," Shearer said.

J&M offers not only construction of the buildings, but design and modeling services as well.

A few notable projects around the city J&M have been involved in include the Fairfield Inn across from Penn College, Candlewood Suites in Loyalsock and down and the Dental Care Associates building on Sycamore.

They are currently hard at work constructing the new Domino's Pizza on W. Third St. that is set to open later this year.

"We also work a lot in the Wilkes-Barre market with the Onvo truck stop team. We built hotels and truck stops for them," Shearer said, adding that J&M was involved in the construction of the Onvo truck stop just off the 220 North exit in Avis.

"We are a repeat customer business. 90% of our business is with repeat businesses with clients," Shearer said.

"We negotiate the majority of our projects with owners. We do go out and bid, but a lot of stuff is negotiated with clients because they know our reputation of being able to get the jobs completed on time and on budget," he said, giving credit for that to their ability to partner with suppliers and subcontractors that are family operated and family oriented.

"It's been a recipe for when Bob and dad ran it, and now that's how we do it," Shearer said.

"Even though we're a general contractor, we are nothing without our subcontractors. We work hand in hand with a lot of other family owned subcontracting businesses,

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NEW MEMBER

SERVPRO: A national restoration company with a local touch

By **MATTHEW COURTER**
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Many are aware of SERVPRO as a restoration company, tackling projects, big and small, but what some may not know is that the Williamsport-Montoursville branch of the national leader is a purely local operation.

"The franchise has been locally owned and operated since 2002," said Ben Boyles, commercial sales and marketing manager, who came aboard last year.

"It's one thing I try to remind our customers and commercial accounts. We're a small business here in Lycoming County," Boyles said, stressing that owner Ben Kimble, who also owns Kimble Realty, is onsite everyday, helping to run the company.

With 28 employees making up seven different crews, SERVPRO offers a wide variety of services, Boyles said.

"We have many fires and properties that we're restoring and reconstructing. We have lots of water damage, sewer backups and mold remediation and reconstruction, and we do carpet cleanings every day," he said.

No job is too small, including things like cleaning out dryer vents.

"If someone just doesn't know how to do it, we're happy to stop by and take a few minutes to clean out their dryer vent," he said.

"Every day is different, and it really becomes fascinating," Boyles said.

"And we have the resources to become a large company if we need to," he said, adding that additional crews are available from nearby locations should they encounter a job too big for their personal workforce.

"We don't normally find customers on good days. When they call us, they need help, and at the end of it, these homeowners are just so grateful that we are there to help," Boyles said.

"Our crews are friendly, they're customer-oriented and we're compassionate about these homeowners that are in need," he said.

"And when we get a thank you card, we



PHOTO PROVIDED

Staff members of SERVPRO of Williamsport/Montoursville and their families work on a recent Williamsport Grand Slam Parade float.

pass it around to our guys and girls, and that really warms our hearts," Boyles said.

Though the point of any business is to make money, Boyles said they are focused on who may need the help more urgently, and not necessarily who will bring them the biggest profit.

"That focus really goes a long way with our customers, because they see we're not selling them on extra services. We're not pushing them to spend more money with us," he said.

Additionally, SERVPRO helps their customers navigate the sometimes murky waters of the insurance claims process.

"It's complicated, a bit difficult and a little overwhelming, so for us to be able to help them understand what's going to happen now, and here's what you can do and just taking that off of their plate is such a relief," he said.

"We love the end product, that from start to finish, our crews and our company can go and help them from day one to that final day where the homeowner can move back into their home, and it's perfectly restored and reconstructed," Boyles said.

In the aftermath of Hurricane Debby, SERVPRO oversaw clean up projects at more than 160 properties, including an elementary school that saw over four feet of water in its basement.

"We were able to gather a large team and get them back operational in 11 days for their first day of school, something our team was proud of accomplishing," Boyles said.

The company is also often called upon to assist in police cruiser and prison cell clean ups, Boyles said, adding that they are more than happy to assist any first responders. The company currently works with 90 fire departments within the territory it covers.

A company initiative Boyles is particularly excited about is a sustained initiative known as Hydrate Our Heroes, a social media bottled water donation campaign that saw over 400 cases of bottled water donated to over 40 local fire departments this summer.

The plan is for the campaign to continue with donations to the remaining fire departments not covered in the first go round.

Continuing a push of community outreach, Boyles was able to secure the first placement of a company float in the ever popular Little League Grand Slam Parade.

"It was a lot of fun," he said.

"We wanted to have all our crew there, but they weren't able to attend because they were out on jobs, working all hours of the night, helping our customers that were

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The Graphic Hive: A one-stop shop for all promotional apparel

(From Page 6)

we came up with an ugly Christmas sweater for Chester Cheetah," Yogodzinski said.

"Each plant is allowed to have their own logo, so we came up with a Williamsport proud logo for them, and put that on a bunch of different things," he explained.

The efforts of Yogodzinski and his crew have resulted in several awards, including Emerging Business of the Year in 2016, the Central Pa. Chamber Impact Award in 2018 and the Alumni of the Year Award for the 16th

Annual Chamber Education Award.

As for what keeps a constant customer flow, Yogodzinski chalks it up to caring about what they do.

"I stand behind everything we produce," he said.

"We take a hands-on approach and I always try to educate people on what's possible and be more forward thinking," Yogodzinski said.

"I want to try and be proactive and figure out, how do I present these new, trending

products, how do I introduce this, so that people are aware that it exists," he explained.

Among his initiatives is to make it easier for the public to see and understand the process of creating these clothing items.

"We have a live printing setup, so it's kind of a smaller tabletop screen printing press and I have a small dryer. It kind of works like Subway, where you pick which shirt you want, the design you want, and then we print the shirt," he explained.

"It's something fun, and it brings aware-

ness to how this is actually made," he said.

"I've had little kids get super excited to do it. There was this dad that bought shirts for his two little girls, and when they looked up at the screen and saw their print on their shirts, it was like I did a magic trick," Yogodzinski said.

Another plan is to repurpose an old box truck into a mobile print shop.

"It'll be kind of like a food truck. We can pull up to an event, and have everything there and ready. That will make doing multi-day events much easier," he said.

SERVPRO: A national restoration company with a local touch

(From Page 8)

flooded, since the parade was right after the hurricane," Boyles explained.

"So we got a few of our family members, my daughter and a couple of her friends and a couple wives and husbands of our office staff to walk with us and help out," he said.

"It turned out really nice, and we made it onto WNEP-16, so it was cool to see us get that kind of exposure," he said.

"It's big for our community to have the World Series here, and for us to support that is important. We also support our little league teams here in Montoursville," Boyles said.

With winter's impending entrance, Boyles anticipates an uptick in both work and hiring during what he called their busiest time of the year.

"We have frozen pipes, lots of flooding and water damage and a lot of fires from furnace malfunctions, so we're

ramping up our hiring," he said.

"We're always hiring, and always open to new people and people willing to help us out. We're still hiring technicians, restoration technicians and crew chiefs that are ambitious and like to work," Boyles added.

"We're pretty laid back and try to have a good time working together and we have a great team. It's a good company to work for," he said.

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WILLIAMSPORT SUN-GAZETTE

J&M Construction has a family tradition of dedication to customers

(From Page 7)

and you're only as good as those that you surround yourself with," he stressed.

"And, without the quality employees J&M has we wouldn't be where we are today," he said.

"We've been pretty blessed to be able to work with them, and we also pride ourselves on getting them paid in a timely manner. That's been our successful recipe for many years, we pay our bills before we pay ourselves," Shearer said.

But what has always been at the forefront of the company is what has kept it the stalwart that it is today, a family commitment to providing quality services to the customer.

"We're dedicated to our clients. When we partner with a client, we do everything in our power to make them happy and make them whole at the end of the day, and we

pride ourselves on getting the job done as fast as possible, on budget," Shearer said.

"I'd lose money before I would rip a client off. Our honesty and integrity has gotten us a long way," he said.

"That was just bred into us from our father and uncle. We spent many years working side by side with them. They've always been our mentors, Shearer said.

"We can still, to this day, call and talk to them. They still give business advice and things like that, and I think being able to watch them operate it that way and be successful, and just being good people and try to treat their clients how they would want to be treated, we found it's much easier to just be honest and upfront than it is to try to be underhanded," he explained.

"It doesn't get you anywhere, because one line compounds onto the next. If you're honest and upfront, it's just much easier that way," Shearer said.



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35th Annual ChamberLinks Golf Outing



It was another gorgeous day on the golf course for our 35th Annual ChamberLinks Golf Outing.

We would like to thank all of the below local businesses for once again taking part in this event.

Additionally, thank you to our golf committee and volunteers for making the event a great success!



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WILLIAMSPORT SUN-GAZETTE

LOCAL NEWS LOCAL SPORTS LOCAL VALUE



September PM Exchange



Members were treated to a PM Exchange at Axe of Faith in Muncy on September 26th. Guests were able to learn how to throw axes and enjoyed food, beverages and networking.

Remaining PM Exchanges

UPMC

Thursday, October 10, 2024 | 5-7pm
700 High Street, Williamsport



North Central Sight Services

Thursday, October 24, 2024 | 5-7pm
2121 Reach Road, Williamsport



Basil Wood Fired Kitchen & Lounge

Thursday, November 7, 2024 | 5-7pm
213 North Main Street, Muncy



Global Entrepreneur Week at New Trail Brewing

Thursday, November 21, 2024 | 5-7pm
240 Arch Street, Williamsport



Miele Manufacturing

Thursday, December 12, 2024 | 5-7pm
66 Mall Parkway, Muncy



Member Renewals September 1 through September 30 Thank you....you are appreciated!

First Year Renewal

- Copi LLC
- Iron Valley Real Estate North Central PA
- Jackass Brewing Company
- Novak Strategic Advisors

Members 2-5 Years

- Axe of Faith
- Billtown Binz
- Danzer Veneer Americas Inc.
- Emmucare Home Health
- Hotel Kast LLC
- Infinity Hydration & Wellness Bar
- Penn State Schuylkill
- Professionally Empowered Performance LLC
- PSECU
- Quality Collision Inc.
- R.E. Michel Company, LLC
- Ross & Rockwell Real Estate Consulting
- Stopper Commercial Realty
- Traditional Home Care

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- Crown Fried Chicken
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- Evergreen Wealth Solutions
- Families United Network, Inc.
- Gold Leaf Frame Shoppe, LLC
- H2 Health of Williamsport
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- Raymond James

Members 11-15 Years

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- Treasure Castle Playland, LLC

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Member 37 Years

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For more information please contact:

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Williamsport/Lycoming Chamber of Commerce



Championship Dinner



with 2014
Hall of Famer
Tom Glavine

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Friday October 11, 2024
Genetti Hotel & Suites

Picnic Dinner 6:00 PM-Program begins at 6:30 PM

Join the Chamber and Visitors Bureau for the rescheduled appearance of Tom Glavine for the *Championship Dinner*. Enjoy a highly engaging question and answer session with the Atlanta Braves and 2014 National Baseball Hall of Fame Pitcher emceed by Williamsport Crosscutters Gabe Sinicropi. Audience questions, time permitting.

*Note: Any autographs are at the discretion of Tom Glavine and requests may not be fulfilled by him.

Braves Suite Seating for 8:	Chamber Member \$150	Other \$200
Dugout Box Seating for 4:	Chamber Member \$90	Other \$110
General Admission Seating:	Chamber Member \$25	Other \$30

Game Day Sponsors



UPMC

Leadership Lycoming Class of 2025 Begins

Leadership Lycoming's Class of 2025 kicked off the year with our Opening Retreat at Camp Victory in Millville on September 5th and 6th. Thank you to Donna & Mike Bastian for sponsoring our retreat this year!

Classmates enjoyed an exhilarating two days of learning and bonding together as a team. Day one began with an inspiring presentation from Dr. Davie Jane Gilmour, speaking to the class about the Building Blocks of Leadership. The day continued in the classroom to learn all about elevator speeches and do the "Betty Boop" with Carolyn Lakis!

The class then ventured outside and played some icebreaker games to learn each other's names. They enjoyed a nostalgic sloppy joe lunch and headed to the woods to zip-line with the awesome instructor from Camp Victory! The day ended with a social hour and dinner with Sponsors and Alumni and a bonfire before bed.

Day 2 involved a competitive game of "Two Truths and a Lie" and ended with an interactive panel discussion from committee chairs with Leadership Lycoming to learn of the importance of each committee. The Class of 2025 is starting out the year looking to become the new "Best Class Ever" and they are off to a great start!

We would like to thank this year's Annual Sponsors - Hope Enterprises, North Central Sight Services, UPMC and West Pharmaceutical Services.

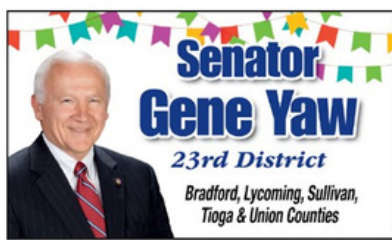


The Class of 2025:

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Welcome Chamber Members! 2024 Montoursville Chamber of Commerce Summer Picnic



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