



Chamber Connection

August 2025
www.williamsport.org

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LEGACY MEMBER Roan's Transfer and Storage



FEATURE MEMBER Scouting America, Susquehanna Council



NEW MEMBER HUSH Medical Spa

Welcome New
Chamber Members!

Upcoming PM
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Leadership Lycoming

Upcoming Ribbon
Cuttings

Member Renewals



SMALL BUSINESS IBG Business

We had a busy month in Lycoming County with a few project announcements and several ribbon cuttings. It's great to be involved with these types of programs and activities. Being able to talk to owners and seeing the passion that they bring to their businesses is always enjoyable to me. To name just a few, we had events at The Petal Parcel, Albright Studio Photography and Chick fil-A.

The Petal Parcel is owned by Heidi Womeldorf, and she's been in business for just a couple of years. She moved to a new location on East Third Street, and it was great to mark this occasion with Heidi, her daughter and her fiancé. That ribbon cutting event will stick with me for a long time as we had a first, which I loved.

Taryn Hartle, our Membership Director, handles the ribbon cuttings for the Chamber, and she's great at it. She's very detailed about the process. One thing that Taryn's always clear about is making sure no one cuts the ribbon until everyone gets all of their photos and videos.

This time, Heidi's daughter (who is about 4) jumped at the opportunity to cut that ribbon earlier than Taryn instructed. We all enjoyed that moment, and everyone who was there had big smiles on their faces from it. It was great to see the support of Heidi's family and friends who came out that afternoon to wish her the best with this new retail location.

Another July ribbon cutting event happened at Albright Studio's new location. The studio's owners, Danielle and Nick Fiorini, recently purchased the former Charles Noll Funeral Home in South Williamsport.

When Nick reached out to me in June about doing a ribbon cutting ceremony, I was so excited to get a chance to see the business's interior. Nick shared with me that the building was first created as a home by one of Koch Brewery's owners over 100 years ago.

Growing up in the Elmsport/Montgomery area, I have driven by the building for over 50 years but had never been inside it. You need to go check it out as the Albright Studio team did a phenomenal job incorporating their business into the house's beautiful interior. Their daughter had a hand in the project as well.

I believe they covered almost every event that you would need a studio backdrop for in one place—from weddings and family portraits to proms, sports and senior pictures. It's a great reuse of the building without impacting the charm and character of the property.

The greatly anticipated Chick-fil-A opening unfolded as successfully as expected. The day before Chick-fil-A's public opening, the Chamber had the opportunity to participate in their grand opening celebration, and it was good to be part of the event to welcome the owner and his family to the community. Ryan Braundmeier, the new owner/operator, has shared that he's been impressed with the support from people in the area, especially with how welcoming and kind everyone has been.

The busy July led into a packed first weekend of August. The community was very pleased—and I was personally excited—to have Drum Corps back in our community. Pre-pandemic, we had hosted the Drum Corps Associates (DCA) World Championships at the Williamsport Area High School. Post-pandemic, DCA merged with the much larger Drum Corps International (DCI), which hosts their World Championships at Lucas Oil Stadium in Indianapolis.

The Drum Corps contacts that we had worked with previously had kept in touch with us, saying they wanted to bring a competition to Williamsport because they loved the community and the support they received when they were here previously. We obviously aren't big enough to ever host the DCI World Championship, but we can do one of the competitions. The one they gave us occurred less than a week before their World Championship in Indianapolis.

DCI kicked their visit off at the Williamsport First Friday celebration, which was a great venue to be holding a performance. We want to extend our thanks to the Lycoming Arts team for putting together the First Friday event and allowing DCI to be a part of the festivities. The sound in downtown Williamsport from the corps was phenomenal.

When I talked to the show's coordinators about the Friday night performance, they shared that they loved it and hoped to keep Williamsport First Friday as part of next year's weekend lineup.

The Saturday competition was something you need to experience to truly appreciate. It is broadcast by FloMarching, which is part of the ESPN/Disney franchise, but that doesn't capture everything you feel from the performances when attending in person.

Several corps that were part of DCA competed in the All-Age Open Class competition category. Corps like the White Sabers, Hawthorne Caballeros and Hurricanes performed and brought the same level of performance that we saw when it was the DCA Championships.

After the intermission, the new corps that were part of DCI's World Class competition category took the field. I have to say that I was blown away by them. That is not to take anything away from the corps in the first half of the competition. They were great, and if it was just a show of them performing, I definitely would not have been disappointed.

The four corps that competed in the World Class competition were at another level. They brought even more energy, sound, artistry and discipline, which we haven't seen in previous corps competitions.

While sitting in the stands, one of the fathers from the corps Blue Stars was seated in front of us and he started talking to me about the area. He asked if I was a local and started telling me about how much this area reminded him of where he lives in Oregon. He noted that much of the mountains and terrain in Lycoming County are similar to his community. He loved the setting of the school and field, noting that he thought it was one of the better locations that they'd been to this summer.

We also heard similar positive feedback from the DCI team that was coordinating the show. They appreciated the warm welcome and assistance received from the Lycoming County community. The team also noted how great the Williamsport Area School District staff and band parents were in coordinating for the show.

When I pulled in that evening to the show, I noted the line of cars that were parked across from me. All 10 that were in front of me were from out of state and represented 8 different states—New Jersey, New York, Connecticut, Massachusetts, Ohio, Virginia, Michigan and Maryland. Walking in, I also saw Indiana, Texas and Tennessee plates as well. It was great to have so many people from all over the country descend upon our Williamsport and Lycoming County community to enjoy this sound sport experience.

We look forward to having them back again next year, and I'd strongly encourage anyone that enjoys music to come out as I know you won't be disappointed. As someone who didn't know anything about drum corps 8 years ago, I can tell you that it's something that you will thoroughly enjoy.



Welcome New Chamber Members!

Elevated Nutrition Club LLC

Wanita Antonacci

201 Basin Street
Suite 14D

Williamsport, PA 17701

(570) 666-4593

Health & Wellness Shakes/Smoothies

Health & Wellness Products

Chick-fil-A Williamsport

Ryan Braundmeier

186 Maynard Street

Williamsport, PA 17701

(570) 800-2262

<https://www.chick-fil-a.com>

/locations/pa/williamsport

Restaurants/Cafes/Taverns

Rockefeller Doodles

Aaron Smucker

182 Tillman Lane

Sunbury, PA 17801

(570) 863-8600

www.rockefellerdoodles.com

Breeder

Our Generations Quilt Shop

Eileen Forker

936 Plaza Drive

Montoursville, PA 17754

(570) 980-9958

<http://ourgenerationsquilt.com>

Upholstery Services/Fabric Store

Liohi Natural Health and Beauty

Marvin Starks

837 Washington Blvd

Williamsport, PA 17701

(570) 505-3440

Health & Wellness Products

Health & Wellness Shakes/Smoothies

Brows and Beauti by KC

Kelley-Ann Clemens

410 River Avenue

Williamsport, PA 17701

(570) 325-1098

<http://www.browsandbeauti.com>

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Suzanne Foresman

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Muncy, PA 17756

(570) 560-8884

<http://www.empowerstride.net>

Education/Non-Profit Organization

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Gray Hogan

21 West Church Street

Williamsport, PA 17701

(919) 619-9808

<http://thetobaccocenter.com>

Tobacco Products

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Nathan Fish

354 Adams Street

Williamsport, PA 17701

(570) 322-1266

<http://eddiewehlerandson.com>

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Z&L Hair / Ziggy & Aaron's Water Ice

Aaron Johnson

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Williamsport, PA 17701

(570) 974-3095

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Upcoming PM Exchanges



River Valley Health

Thursday, August 7, 2025 from 5-7pm
471 Hepburn St.
Williamsport, PA 17701

River Valley Health hopes to see you at their August PM Exchange.

- Meet our medical & dental providers
- Check out our state-of-the-art facility
- Delicious food from Hillside Catering
- Bar Services from BarCode Mobile Bartending
- Door prizes
- Giveaways



Members 1st Federal Credit Union, Willard's Saddlery, and Giant Food Stores

Thursday, August 28, 2025 from 5-7pm
Willard's Saddlery - Back Parking Lot
825 Westminster Drive
Williamsport, PA 17701



Join Members 1st Federal Credit Union for their PM Exchange, hosted at Willard's Saddlery. Meet the Members 1st FCU team and mingle with local professionals.

In the spirit of community connection, Members 1st is proud to host an upcoming PM Exchange networking mixer. The event will take place at the unique and historic Willard's Saddlery and will feature an elevated experience thanks to our generous event partners. Guests will enjoy a stylish setup from Farrington Place, heavy hors d'oeuvres by Eat & Run Catering, complimentary beer and wine from BarCode Mobile Bartending and dessert provided by Giant.

Members 1st Federal Credit Union is covering the attendance cost for this PM Exchange. Please register for the event to help us get a head count.

Upcoming Picnic Event



PICNIC AT THE PINE CREEK INN



Hosted by the Jersey Shore Area Chamber of Commerce

Williamsport/Lycoming Chamber members!

Enjoy a relaxing evening of food and drinks on the Inn's deck along Pine Creek.

Registration includes your choice of 3 entrees and a drink ticket. (dinner comes with bread, peppers & salad)

5645 NORTH ROUTE 44 HIGHWAY, JERSEY SHORE

Sponsorships Available

**5:00 PM - 7:00 PM
SEPT 11, 2025**

**FEATURING
MUSIC BINGO**



WIN A TOMAHAWK STEAK DINNER!



Registration and sponsorship opportunities are available.

Welcome Chamber Members!

2025 Montoursville Chamber of Commerce Summer Picnic

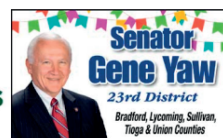


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**Thank you to our
generous sponsors!**



Thank you to our July PM Exchange Hosts!

John Ryan Brewery



151 E 3rd St
Williamsport, PA 17701

Lycoming Arts



46 W 4th St
Williamsport, PA 17701

Chamber Member Employees can attend PM Exchanges at the membership rate of \$10.

Non-Chamber members have a \$25 registration rate.



The Lycoming County Visitors Bureau will again have two locations during the Little League Baseball World Series. Visitors can stop by the Visitors Center at 102 West Fourth Street, Williamsport or at the information gazebo at the Little League Baseball Complex. Staff at both locations are there to assist visitors during their stay in Williamsport and Lycoming County.

Lycoming County Visitors Center
Open Daily August 11-24
10:00am to 6:00pm

Visitors Gazebo
Open Daily August 13-24
Find us by Volunteer Stadium



Williamsport/Lycoming Chamber of Commerce

102 W 4th St, Williamsport, PA 17701
Main Office - 570-326-1971

President/CEO..... Jason Fink
570-320-4213 - jfink@williamsport.org
Vice President & Chief Financial Officer..... Bo Hornberger
570-320-4206 - bhornberger@williamsport.org
Tourism & Group Tour Director..... Gina Edwards
570-320-4208 - gedwards@williamsport.org
Accounting Clerk/Executive Assistant..... Cindy Robbins
570-320-4201 - crobbs@williamsport.org
Membership Director..... Taryn Hartle
570-320-4209 - thartle@williamsport.org
Director of Marketing and Communications..... Julia Mertes
570-320-4202 - jmertes@williamsport.org
Leadership Lycoming/Special Events Coordinator..... Jesse Osborne
570-320-4216 - josborne@williamsport.org
Administrative Assistant..... Trisha Dauenbaugh
570-320-4200 - tdauenbaugh@williamsport.org

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FEATURE MEMBER

Scouting America, Susquehanna Council sees growth

By **MARK MARONEY**
mmaroney@sungazette.com

To say Scouting America, Susquehanna Council, has grown would be the understatement of the year.

"We have about 1,500 Scouts - boys and girls," said Dennis Dugan, a Scouting executive of the council, which has its Service Center and Scout Shop at 815 Northway Road in Loyalsock Township.

The 1,500 Scouts are made up of 1,000 Cub Scouts - ages 5 to 10, and the 500 Scouts ages 11 to 18, Dugan said.

Dugan was at Camp K, or Camp Karoondinha, for the interview. The camp has been a Scouting tradition since 1933. It is on 400 acres owned and operated by the council in western Union County.

At Camp K, wifi is installed in the dining hall and spread throughout the camp, making internet available in most main buildings with wifi compatibility.

Scouts from Lycoming County and the entire region are familiar with Camp K, which is in the woods and near Penns Creek, but is only a 15-minute drive from Mifflinburg.

As of last year, the national office changed the name of the organization from the Boy Scouts of America to Scouting America, partly, because about 19 % of the members are female, since girls could start to join in 2019. That number is anticipated to go up to 25 %, according to most estimates.

Girls are having fun, learning and achieving as much as the boys. The council has had five young women who have earned the rank of Eagle Scout in the last two years, Dugan said.

"We offer a multitude of programs, such as merit badges in science, technology, engineering and mechanics," Dugan said.

In fact, the youth organization has 118 different merit badges in the program of which Scouts can choose to enhance their hobbies or lead them on a pathway toward a potential career.



PHOTO PROVIDED

Scouts play a game at Camp Karoondinha near Millmont.

"We try to focus on environment science outdoor merit badges and safely train youth to use rifles, shotguns, bows and arrows and proper use at the target range activities," Dugan said.

There's also swimming, boating, kayaking, paddle boarding, and, of course, hiking.

Scouts used their mental skills with game design, robotics and chess.

"We have over 650 adult volunteers who serve as pack or troop leaders and may serve as merit badge counselors or summer camp staff," Dugan said. "We can tailor their volunteer position to the amount of hours a person has available to make sure it fits within their

schedule."

All adults are required to go through an exhaustive criminal background check and do youth protection training. They go through three different clearances from state police and child and family services.

"We are making sure our kids are with trusting adults," Dugan said.

The Cub and Boy Scout uniforms are available at the council headquarters and through scoutshop.org. Youth and parents pay for uniforms and the organization understands financial constraints for some families and allows three to four months for a new member to obtain a uniform and to see if they

want to continue with scouting. A majority of the Scouts are recruited or join in September when school begins. The pause in requiring uniforms from some of the scouts also allows families - such as grandmothers, grandfathers, parents and relatives to purchase a boy or girl a uniform for a Christmas present.

"We have a program in the council funded by donors to provide membership assistance for camp scholarships for families in need," Dugan said. Such support can help a boy or girl from a family in need to become a scout and embark on a journey he or she otherwise

(See SCOUTING, Page 10)

Roan's Transfer and Storage, a 5th-generation company with a family focus

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

Moving is never an easy task, but Roan's Transfer and Storage, 2100 Whitney Road, offers a number of options for those struggling to get things where they need to be.

The company was started by Frank Levi Roan as a furniture hauler in 1932 and in 1933, the company became authorized with the state utility authority.

In 1949, Frank's son, Dean became the company's second owner, and Roan's became an agent of Mayflower Transit, which later merged with United, with whom they have had a relationship since 1963.

In 1973, Robert Roan took over the company and built the warehouse that is still in use to this day.

Tom Roan assumed the business in 1982, and expanded the business from two trucks and a tractor trailer to seven street vans, two pack trucks and two tractor trailers, as well as the workforce.

In 2025, son, Andrew and his wife, Autumn, became the latest in the family to own the business, with Tom staying on part-time.

"It's very humbling and heartwarming because he's worked hard, and we're proud to be able to take the next step for him," Autumn said.

At 19-years-old, Andrew got his class B and started driving the straight vans, later receiving his class A, and began driving tractor trailers.

"With Tom being so dedicated to it all of his life, Andrew and his brother spent their summers there, playing in the warehouse and folding pads when the crew came back," Autumn said.

"He was always grown up around it, and he saw what it could provide for his family, and the pride



PHOTO PROVIDED

Roan's Transfer and Storage, located at 2100 Whitney Road, has been operated by the Roan family for five generations.

that his dad took in it. So it was always the direction that he knew he was going to take," she said.

Autumn joined the company on a part-time basis in 2017 before going full-time last year when her mother-in-law, Lori, partially retired to focus on just being a "nana," Autumn explained.

Roan's offers a number of moving and storage options, including packing boxes, loading and unloading trucks, and, on occasion, unpacking.

"Or we do the full kit and caboodle where we come in, we pack it, we load it, we drive it to the new location, unload, put it in the rooms you want," Autumn said.

The company also offers warehouse storage, equipped with climate control, rodent pest control, security cameras and fire alarms linked right to the fire stations.

"It's not a self storage unit. You wouldn't have unlimited access to your items. You would either have

to pay for storage or pay for warehouse handling if you wanted to go through it," Autumn said, explaining that it is more along the lines of a long-term or transitional storage while they move from one area to another.

Additionally, Roan's has worked with healthcare companies to assist with moving doctors, nurses, etc. to new areas as they get relocated, as well as office equipment and other items when offices get moved.

They have also assisted school districts and other types of business with their moving needs.

One of the aspects of the business Autumn stresses is that they are registered with the state Public Utility Commission, noting that there are many non-registered moving "groups" operating across the state.

"They are not legal movers that are registered with the PUC. If they are not registered their rates aren't regulated and there is no one to ensure they carry the correct insurance

es to cover your home and belongings."

"People call us and say, 'I got scammed. I don't know what to do. They didn't show up today,' or even worse, 'I got scammed last time, and they took all of my belongings and I never saw them again,'" Autumn said.

"So we've been trying to do a lot of education for people on what a legal mover is, what you get with a legal mover, and that peace of mind that you get with a legal mover," she said.

Though she married into a company with a deep local history, Autumn's family has deep historical ties, as well, as she is the great-granddaughter of Carl Stotz, the founder of Little League Baseball.

"Our families brought two different contributing historical aspects to Williamsport, and Tom's always telling that story. He's like, 'yeah, on this side, we have Little League and on this side we have Roan's."

"We do try to support Little League in different ways too, now that I can as a small business owner, because it is my family's pastime," she said.

"My gram, Karen, does a lot to keep her dad's legacy alive and continue to give him credit and support Little League and what the original goal and mission of Little League was, so now that I'm in a position with a small business to maybe get a little more recognition for that, I try to support that, as well.

Over the years, Roan's has built up a strong reputation not only among its customers, but their employees, as well, including some that have stayed with the company for nearly 30 years.

"We've definitely built a very good family culture. What we really pride ourselves on, is that we are a small mom and pop family company and just we don't have a big turnover. Most of our people that we employ, they started as summer help in maybe high school or something, and then they just liked it there so much, and have just never left," Autumn said.

So popular is Roan's that many of their customers come from repeats and referrals.

"The best compliment a small business can have is when you refer us to somebody," Autumn said.

"My husband being the fifth generation, he's got 15 years of experience at this point, whether it was part time in the summer or driving for the last 11 years," she said.

"You have an owner who is out there busting his butt too. He's not sitting at home, just hanging out and letting somebody else run it. He's in the trenches with the guys packing, loading the truck or driving the truck," Autumn said.

"We take pride in the work. We aren't just here to collect a dollar. We are here to make sure that our name is a name that's trusted, and we've got generations of doing that," she said.

"We want to be the one that everybody trusts and that everybody wants to go to to help them get to the next chapter, whether that's into a retirement community because you're nearing the end of your book, or whether you're just starting out and you have four kids," Autumn said, noting that because she and her husband has two little ones, they are always mindful of children at a job site, something several parents have commented on.

For more information on Roan's Transfer and Storage, check out their website at www.roanmoving.com.

NEW MEMBER

HUSH Medical Spa nourishes outer beauty from within

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

Looking to break the mold and offer something beyond skin deep, HUSH Medical Spa, 400 Market St., Suite 5, aims to compliment appearance with nourishing the beauty from within.

“My husband and I always wanted to start a medical Med Spa/Wellness Center,” said Krista Lazar, a board certified emergency room physician who also holds a masters of health degree from Drexel University.

In October 2024, Krista and husband, Michael, a board certified Cardiac and Thoracic Surgeon, who holds a masters in health care administration and is a Fellow of the American College of Cardiology, set up shop in the Firestone Building as HUSH Medical Spa, bringing along with them, several experienced co-workers that Krista had previously worked with.

“I worked with Kait Williams since COVID and I was friends with her, so I reached out to her and asked if she would be interested in doing this. And it just kind of progressed from there,” Krista said.

“One of our aestheticians, Riley Liebersohn had just finished esthetician school, so she joined the spa, and Sarah Fritzen joined within the last six months,” Krista said, of how the operation came together.

For Krista the progression from her work in the emergency room to the spa was natural.

“Being in the E.R., we’ve seen so many diseases that are preventable if people just get involved with their health,” she said.

“Seeing patients who have such advanced disease that they could have maybe prevented had they been more educated or had someone to help guide them along, its really been a passion of mine,” Krista said.

“The esthetic part of it helps people with self esteem and self care, and to maintain that youthful look,” she said while stressing that the spa focuses on a natural approach.

“We don’t like people to look fake or overdone. We just like to restore the youthful beauty they were born with,” she said.

Some of the beauty procedures offered by HUSH include facials, laser hair removal, lash



PHOTO PROVIDED

The staff of HUSH Medical Spa, from a photo the business posted to social media.

extensions, permanent makeup, lip injections, Botox and fillers.

“We offer two lines of skin care products, which is Factor Five and Jan Marini, both of which have growth factors in them to help restore the skin’s collagen. We also do things called Bio-stimulators, which also help the body’s natural collagen to restore itself,” Krista said.

While one goal of the procedures is to help people look their best, Krista said this can often spur their clients into making healthier choices in order to maintain that look.

“We try to help our clients do everything they can to keep that youthful look, but also understand that what you put in your body is going to also be key in maintaining what you’re doing with your skincare,” she said.

To that end, Krista stressed that the goal of the spa is to focus on the patient as a whole.

“We do have patients who we have to watch because they come in with eating disorders or body dysmorphic disorders,” she said.

“You can take all the money you want from those people, but it’s not going to help their health,” Krista stressed.

“I’ve had a lot of patients who have struggled with binge eating or eating disorders that I see on a regular basis, and these weight loss medications actually really help them establish a normal eating pattern again. They also help with inflammation, along with cardiac and kidney protection,” she said.

This approach to overall patient care is

something Krista said HUSH apart from other spas.

“At a lot of other medical spas, clients will come in and say, ‘I want this or that done, but they need to understand that what you’re putting in your body, like chemicals, smoking and alcohol, is actually causing those things that you’re unhappy with,’” she said, likening surface-level treatments to putting a band-aid on the problem.

To aid in the treatment of these underlying issues, HUSH has recently acquired a transcranial magnetic stimulation device, which delivers magnetic pulses to help revive or awaken neurons in the brain that might not have been firing, Krista explained.

“The part of the brain that is stimulated deals specifically with mood and depression. So this machine helps with something called neuroplasticity,” she said.

“Your neurons can kind of get stuck in these circuits, and this helps to make those nerves and neurons that might have been sleeping wake up and helps your brain communicate better and effectively,” Krista said.

The machine is FDA-approved and covered by insurance for the treatment of major depressive disorder, with the only limitations for patient usage being those with metal in their brains and those fixed with a pacemaker.

“It’s the same type of pulsation as an MRI, so it’s very safe, and, its something a lot of people consider before something like electroshock therapy, has a lot of downsides, as far as

memory loss, the need to go under anesthesia,” she explained adding that patients are treated for 20 minutes sessions five times a week for 36 sessions.

“Depression is so important in our overall health. If you’re not treating the patient’s mental health, all these other things really aren’t going to fall into place either,” Krista stressed, noting that the next closest location to receive the treatment is in York.

“Part of what makes Hush special is that integrity isn’t just a value—it’s the foundation of everything we do,” Fritzen said in a statement to the Sun-Gazette.

“What truly distinguishes us from others is our deep commitment to each and every client. We all genuinely care, taking the time to listen and educate with understanding and compassion. We go above and beyond to create a trusting, welcoming environment where clients not only feel safe but leave feeling confident and truly cared for,” she continued.

“Our goal is to make sure everyone walks out our doors knowing they were treated with the highest standards, both professionally and ethically,” Fritzen said.

Prospective clients can take peace of mind in knowing that two board certified physicians are on-site at all times, Krista said.

“A lot of medical spas just have to have a medical director, who may be as far as three hours away, and they just kind of sign off on things,” she said.

“We want to make sure we’re involved. If there’s a complication, we want to know. And I think that does set us apart, that the physicians are actually in the spa and involved,” Krista explained.

“From a safety standpoint, that’s important, because it really does ensure good outcomes,” she said, adding that they are strong proponents of continued education for themselves and their staff.

“We try to do at least one continuing education seminar or event a month. Keeping up with the latest guidelines is very important to us,” Krista said.

HUSH Medical Spa can be reached at 570-993-5507, their website, www.hushmedicalspa.com or across social media.

SMALL BUSINESS

IBG Business helps businesses with transitions

By **MARK MARONEY**
mmaroney@sungazette.com

For owners of mid-market companies considering selling as they reach or near retirement age, the mergers and acquisitions team at IBG Business is the right place to turn.

Gary Papay, founder and principal managing partner for IBG Business's Eastern/MidAtlantic region, offers such service at the IBG Business office at 114 Railroad St., Hughesville.

IBG assists in business sales, purchases, and mergers, working with key advisers, buyers and sellers, he said.

"It's business sales and acquisitions for mid-market companies," he said, describing these companies as having revenue in the millions of dollars, between \$20 million and up to \$100 million-plus.

Some of the more prominent Lycoming County businesses that have worked with IBG include when William Pickelner sold his fuel oil terminal, Hermance Machinery, and Montour Oil, which is now Superior Plus Energy Services.

"A lot are more than an hour away," he said of the clients, including those across the Northeastern and Mid-Atlantic States.

Asked what is special about the business and why?

"We help business owners exit their businesses at the appropriate time for maximum value," he said.

"I just talked to a seller today - a large metal manufacturing company own-



PHOTOS PROVIDED

IBG Business Eastern/MidAtlantic Region, founded by principal managing partner Gary Papay, left, can be found at 114 Railroad St., Hughesville in the Silk Mill complex, seen in an image from Google Maps above.



time in the business, to make it more profitable and come back in a year. Other times, we say, 'you're in good shape,' and if you desire to get out now would be a good time to exit."

It generally takes about a six-to-12-month process to seal a transition deal.

When did the business start?

It was in 1986, although Papay has been in mergers and acquisitions since 1976.

IBG has about 18 full-time employees and eight offices around the country.

What is new this year that you are providing for customers? "As active members of the International Business Brokers Association www.ibba.org

and the M&A Source www.masource.org, we are continually updating our processes and technologies to better serve our customers," he said. "We've all held leadership positions in both of which are two of the largest associations of business brokers and M&A Advisors."

"We attend and participate in the M&A Source's conferences where we meet with active buyers for our clients and keep abreast of the current market," he said.

Papay cited around 1,200 successful closings with more on the way, which is greater than an 86 % closing rate and many more qualified offers on the way.

Database
IBG's proprietary database and resources and

skilled insight and experience of a talented team identify targeted buyers to determine top value in sales.

IBG was founded by business owners who have owned, grown, bought and sold companies across a broad range of industries.

"We have walked in your shoes and know the path to the best outcome," an IBG spokesman said.

"A lot of clients we work with are people who started a business way back when," Papay said. He described many of the clients as "baby boomers" who started a business in the 1950s or 1960s and turned it over to a son or daughter to cash out at a certain age.

"Some have bought into a business or purchased a business along the way," he said.

The fact is their business is a major generator of their personal income.

The owner, obviously, takes a salary out of the business operation, takes a distribution of the profits to establish a foundation of accumulated wealth.

"When they do come to us to decide to sell we want them to think about

what they are going to do post-closing and it might be doing something else until they reach retirement age," Papay said.

He acknowledged that, for a former president and CEO of a company, it is a "challenge," or often difficult to go to work for somebody.

So, what is the forecast for your business in terms of profit?

"Excellent!," Papay said.

"Last year was a good year," he noted. "This year, we are getting calls every day. We are swamped right now."

Currently, it is a good market for sellers, he added. "A lot of buyers, a lot of capital on the sideline to put to use."

Papay and his wife, Deb, are regular contributors to their community.

Papay is a member of the Hughesville Rotary Club and past president and district chairman of the Rotary Club Short Term Youth Exchange Program.

"My wife and I have hosted a number of students," he said.

They are members of Church of the Resurrection, Muncy.




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Scouting America, Susquehanna Council sees growth

(From Page 6)

might never have known could be a reality.

Maybe parents live in a rural setting and can't get their children to the

Scout meetings, or are parents who are working from home. There are after-school programs at places such as the Milton YMCA and Firetree Place in Williamsport that can assist kids and their families by overcoming those physical and financial barriers.

"We serve up to 50 kids a year in those two programs," Dugan said.

How can people support Scouting America?

"We do have fundraisers," Dugan said. The council holds a distinguished citizens dinner in Lewisburg and Williamsport. Friends of Scouting (FOS) reaches out to local businesses and parents and there are business entrepreneurs and legislators who also contribute to the awareness and take part in scout activities and dinners.

The council has a major fundraiser in September, an annual Wine and Beer Festival at Camp K.

There are ex-Scouts who return, some for the first time in many years to listen to the bands perform in the rural setting of the camp.

Each June 14, Scouting America, Susquehanna Council, participates in the Anthony DiSalvo Flags Across America Flag Day Celebration at the Pennsylvania College of Technology, near the giant American flag, if weather permits. The march and celebration to honor God, Country and the American flag, was started by the late Anthony "Tony" DiSalvo, a lifelong Scout from Williamsport.

Scouting America, Susquehanna Council, will once again be waving to the crowds as they cheer back and be participating in the Little League World Series Grand Slam Parade again this year. It will be held on Aug. 12 from 5 to 7 p.m.



PHOTOS PROVIDED

Scouts participate in activities at Camp Karoondinha.



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Upcoming Events

North Central Sight Services	Sept. 3
Presbyterian Home at Williamsport	Sept. 9
Phoebe & Co. Boutique	Sept. 13
The Potting Bench	Sept. 20
Ascend Chiropractic & Wellness Center	Oct. 4
CPRS Physical Therapy	Oct. 7
Ford Custom Renovation	Oct. 15

Congratulations on your successful Chamber Ribbon Cutting Ceremonies and Open House events!

Member Renewals

First-Year Renewals

Original Italian Pizza - Hughesville
PDC Spas
Roambler, LLC
Steel Nation
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Members 2-5 Years

Bella Vita Caregiving Services, LLC.
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Gellella Terra Vineyard
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Members 6-10 Years

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GRAND SLAM PARADE!

Come to Williamsport on Tuesday, August 12th at 5:00pm to welcome the 20 teams here for the 78th Little League World Series. Over 100 entries with plenty of entertainment will be parading the streets of downtown Williamsport. The parade runs from Maynard to Market Street on West Fourth Street in Williamsport. Headlining this year's parade is our Grand Marshal, Billy Wagner 2025 National Baseball Hall of Fame Inductee and Houston Astros Pitcher.

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WILLIAMSPORT WELCOMES THE WORLD!

Join us on Friday, August 22nd from 5PM-9PM in downtown Williamsport for the 15th Annual Williamsport Welcomes the World street festival.

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WHITE DEER GOLF COURSE • REGISTRATION: 7:30AM • TEE OFF: 8:30AM

Tournament	Dine Around	Showcase	Beverage	Breakfast	Contest Hole	Flag

2025 ChamberLinks Golf Outing Sponsorship Opportunities

Tournament - \$2,000	Two foursomes, premium sign placement, and name on all printed material
Dine Around - \$1,600	One foursome, premium sign placement, and name on all printed material Contribute to the restaurant gift certificates provided to each golfer in lieu of a large meal at the conclusion of the tournament
On Course Business Showcase - \$1,000	While the golfers wait their turn on selected holes, showcase your business with hand-outs, games, and networking. Includes one foursome.
Beverage - \$1,000	One foursome, a professional sign, and name on all printed material
Breakfast - \$1,000	One foursome, a professional sign, and name on all printed material
Contest Hole - \$1,000	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
Flag - \$750	One foursome and a flag on a hole with your company name and sponsor year – yours to keep!
Tee - \$250	A professional sign with your company name on the course
Foursome Only - \$500	Individuals Only - \$125

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Are you interested in being featured in an upcoming Chamber Connection?

Reach out to Julia Mertes at jmertes@williamsport.org to learn more!

MARK YOUR CALENDAR

August 2025

August 7

- River Valley Health PM Exchange

August 12

- Grand Slam Parade

August 22

- Williamsport Welcomes the World Championship Luncheon
- Williamsport Welcomes the World

August 28

- Members 1st Federal Credit Union/Willard's Saddlery/Giant Food Stores PM Exchange

September 2025

September 3

- North Central Sight Services Ribbon Cutting

September 9

- Presbyterian Home at Williamsport Open House

September 11

- Jersey Shore Area Chamber of Commerce Summer Picnic

September 13

- Phoebe & Co. Boutique Ribbon Cutting

September 18

- Montoursville Chamber of Commerce PM Exchange

September 19

- ChamberLinks Golf Outing

September 20

- The Potting Bench Ribbon Cutting

September 25

- River Valley Transit PM Exchange



Drum Corps International (DCI) performed in Williamsport with top-tier musical performances at the beginning of August.