GREATER SUSQUEHANNA VALLEY CHAMBER OF COMMERCE

#GSVCC MEMBERSHIP DIRECTORY

& **BUSINESS RESOURCE GUIDE**

AN SMILLE



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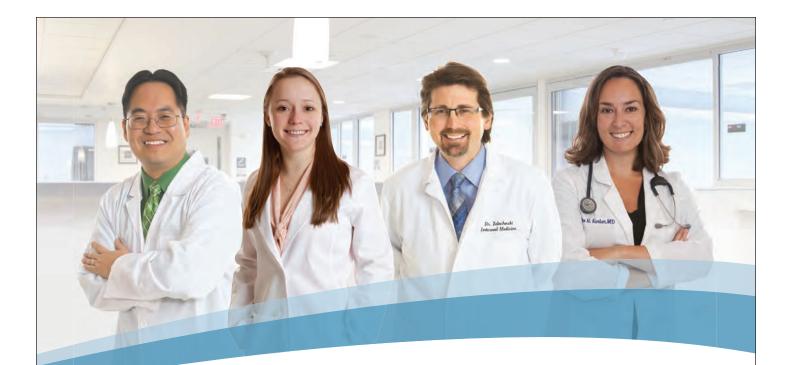


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CONTENTS

- **pg 7** WELCOME FROM THE PRESIDENT
- **pg 8** ABOUT THE CHAMBER
- pg 10 MEET THE STAFF
- pg 12 COMMITTEES
- pg 14 2020 STRATEGIC PLAN
- pg 16 CHAMBER BENEFITS
- pg 19 CHAIR'S CIRCLE
- pg 21 TESTIMONIALS
- pg 22 NETWORKING OPPORTUNITIES
- pg 24 ECONOMIC DEVELOPMENT
- **pg 25** WELCOME TO THE GREATER SUSQUEHANNA VALLEY
- **pg 28** CHAMBER MEMBERS ALPHABETICAL
- pg 48 CHAMBER MEMBERS BY CATEGORY
- pg 54 ADVERTISER INDEX



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GREATER SUSQUEHANNA VALLEY CHAMBER OF COMMERCE

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CSVT CHANGING OUR LANDSCAPE

It's hard to miss the construction of the long-awaited Central Susquehanna Valley Thruway while traveling on Routes 15 or 147. This nearly 11-mile highway bypass, and its new river bridge, will stand as a monument to over 40 years of advocacy, planning, and millions of dollars in infrastructure investment. It is a testament to the value of our region as a great place to live, work and play.

WELCOME FROM THE PRESIDENT

If there's a single word that would wrap up the Chamber's mission, it would have to be prosperity.

What do you think of when you hear the word prosperity? Maybe it would be ideas such as success, accomplishment, growth, well-being, expansion, boom or even riches? Here at the Chamber, we probably stretch this notion of good fortune and tug on it so that it encompasses the communities that make up the Greater Susquehanna Valley, the businesses that provide needed goods and services while paying family sustaining wages, the interesting places and events that are offered nearly every night in our area, and most importantly the people who call our valley home.

As it turns out all these elements are captured in our Strategic Mission: "The Greater Susquehanna Valley Chamber of Commerce advances the prosperity of its communities, commerce, culture, fellow citizens, and their businesses in its region through the leadership of its members."

Using this mission as our foundation, the members of the Chamber Board are working through our Strategic Plan. Please know that you're invited, as time permits, to visit our website – gsvcc. org – and read firsthand Path of Prosperity, which is our plan for the valley.

In your hands is the 2020 edition of the Greater Susquehanna Valley Chamber of Commerce Membership Directory and Business Resource Guide. Said another way, the pages that you're about to leaf through contain the very best contacts; including names, phone numbers

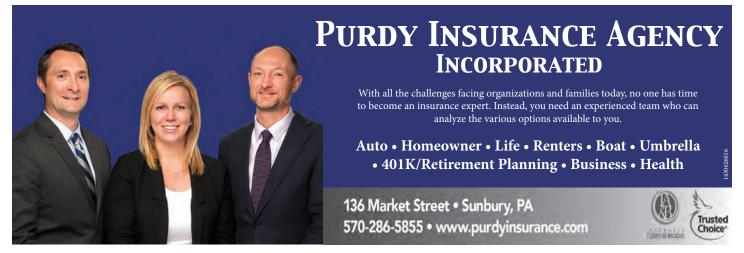


Bob Garrett, President & CEO

and websites; that can lead you, your business or organization and your employees, colleagues and neighbors to the promise of prosperity that this area has so long generated and maintained.

During 2020 we will launch our Centennial Celebration. It's absolutely thrilling to tell you also that as a wonderful kick-off to this celebration, our Chamber has been named by the Pennsylvania Association of Chamber Professionals, as the Chamber of the Year!

If you're visiting our area, I extend a heartfelt and warm welcome. If you're looking for a solid business referral, it's just ahead in these pages you're about to read. Thanks for taking the time to learn more about our valley. Hope to speak with you very soon.



ABOUT GSVCC

History

We've heard it said that "Chambers of Commerce do what most people think just happens." This quote attributed to Kyle Sexton truly summarizes the history of your Greater Susquehanna Valley Chamber of Commerce from its inception in 1921 in Sunbury, PA to its present location in Shamokin Dam.

Simply put, your Chamber exists as a unique institution in the Commonwealth, serving you as a "retention-and-expansion" chamber. It's not tied to government funding; it is not the owner of industrial land – rather it is singularly focused on growing the region's business climate by supporting your business and your community as we grow and expand together. Your Chamber is truly your Chamber – we work on strategies that you've communicated to improve the region, we rely on your sweat equity, on your vision, and on your support.

Thankfully, this model has served the communities of the Valley well, as your Chamber has itself grown and expanded a number of times. In the 1990's, the Chamber relocated from Sunbury to a parsonage in Shamokin Dam to expand its services to the community and grow its partnerships. In the early 2000's, a series of moves toward regionalization made the organization what it is today, specifically a merger with the Union County Chamber of Commerce (2002), the Danville Chamber of Commerce (2004) and a little later, the Brush Valley Chamber of Commerce (2016).







In the midst of the first wave of regionalization, a new business center was designed with a "Made in the Valley" theme, to serve as a community resource. When the organization cut the ribbon on the facility in June of 2006, nearly every part of the building – from draperies to floor boards – included materials from businesses in the Greater Susquehanna Valley.

We take pride in the work that you've given to us to do over nearly 100 years in business, and as we look forward to 2021, when your Chamber will celebrate its 100th year, we anticipate many testimonials about the work that seemingly "just happened" that in reality is a testament to the efforts of generations of workers in the Valley.

In 2019, your Greater Susquehanna Valley Chamber of Commerce, with its nearly 700 members, was selected by the Pennsylvania Association of Chamber Professionals as the "2019 Chamber of the Year." We take this honor in stride – that our members make us great, and therefore, make the community a fantastic place to live, work and play. Thanks for the chance to serve you!



MISSION/VISION

The Greater Susquehanna Valley Chamber of Commerce advances the prosperity of its communities, commerce, culture, fellow citizens, and their businesses in its region through the leadership of its members.

The Chamber engages its members to serve as an engine of growth that drives the region's jobs, businesses and opportunities through economic development, collaborative partnering, strategic technology, and resource training.



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PRESIDENT/CEO

- Bob Garrett
- rgarrett@gsvcc.org

Bob Garrett serves as the President/ CEO of the Greater Susquehanna Valley Chamber of Commerce. He works closely with the Chamber's Board of Directors, committees and affiliates in order to implement and coordinate the Chamber's new strategic plan, the



Chamber's mission and the daily activities of the Chamber.

Twenty-three years ago, Bob made the difficult decision to make a career change and go to work for then - Congressman Tom Ridge and ended up serving four different governors at PennDOT in Harrisburg. Before this move, he was very active with the Greater Susquehanna Valley Chamber of Commerce as its Transportation Committee Chairman, headed up the Route 15 Coalition and was serving as the Director of the Union County Economic Development Council. Now, after his two-decade Harrisburg stint, Bob is back and ready to work hard on building partnerships, creating an economic development buzz, increasing the Chamber's membership and helping to take the Central Susquehanna Valley Thruway from the drawing boards to a ground breaking and, finally, to a ribbon cutting.

Bob grew up in southeastern Pennsylvania, graduated from the Thaddeus Stevens State School of Technology and received his teacher's certification at Penn State. In 1980, he began his professional career at the SUN Area Vocational Technical School. While director of the Union County Economic Development Council, during the 1990's, Bob had a major role in siting the Allenwood Federal Correctional Complex as well as the expansions for several well-known companies.

MEET THE STAFF

Executive Director of Membership

Chris Berleth
cberleth@gsvcc.org

As Executive Director of Membership, Chris works to ensure the "value proposition" of Chamber membership. In a sense, he's the Chamber's guarantor of a personal connection between members, volunteers



and staff. Equally field-deployed and officebased, Chris is externally focused and oversees the Chamber's field operations. Specifically, he engages new members, corporate sponsors, staffs the Chamber's Agriculture, ATHENA, Ambassadors and Governmental Affairs Committees respectively, and ensures that each Chamber member is aware of member benefits. Chris also serves as the Executive Director of Leadership Susquehanna Valley, a 501(c)3 nonprofit affiliate of the Chamber which serves as the region's premier business leadership organization.

Born and raised in Rhode Island, Chris fell in love with Pennsylvania while enrolled at Gettysburg College and subsequently with the Valley upon meeting his wife Kali in 2011. A 2015 graduate of Leadership Susquehanna Valley, Chris' combined experience in for-profit and non-profit work makes him an asset to the Chamber team. Chris and Kali have two children, Remy (4) and Rutledge (1).



Executive Director of Finance

- Abbie Sholley
- asholley@gsvcc.org

As the Executive Director of Finance, Abbie is responsible for overseeing all the Chamber's financial dealings. She also works closely with the Boards of Leadership Susquehanna Valley and local Non-Profits to ensure that their day to day financials are



completed. Abbie is also the administrative-financial assistant to the Greater Susquehanna Business Development Council Board of Directors. She aids the Chamber President/CEO as well as its Board of Directors with a variety of tasks to keep the office running efficiently.

The Greater Susquehanna Valley has always been home to Abbie. She is a graduate of Selinsgrove Area High School and received a bachelor's degree in elementary and early childhood education with a minor in computer information systems from Bloomsburg University. Prior to her current position on the Chamber team, Abbie was employed as a substitute teacher in several local school districts and Weis Markets Corporate Office, located in Sunbury.

Director of Workforce

Jenny Wentz iwentz@gsvcc.com

jwentz@gsvcc.org

As the Director of Workforce, Jenny strives to meet the workforce needs of the local community through the CareerBASICs initiative of the Chamber. CareerBASICs (Building And Strengthening Individual Choices) is a platform that includes the



Chamber's Business & Education Committee activities, the Young Americans Program of events, the Central Pennsylvania Career Pathways Partnership advocacy, pre-apprenticeship programming, and the 'Clean Slate' community re-entry programming. Jenny also serves as the Assistant Executive Director of Leadership Susquehanna Valley, a 501(c)3 nonprofit affiliate of the Chamber, which serves as the region's premier business leadership organization.

Jenny grew up in Northern Dauphin county, where she graduated from Williams Valley Jr./Sr. High School. Following high school, Jenny graduated as the Valedictorian from McCann School of Business and Technology in 2011, earning an associate degree in administrative office technology. The Greater Susquehanna Valley Chamber of Commerce has provided Jenny invaluable opportunities over the past nine years, which have allowed her to grow and flourish in her professional development.

Director of Communications

Vanessa Venios
vvenios@gsvcc.org

As the Director of Communications, Vanessa works closely with members to help them become leaders in the valley by connecting them with communities, resourses, fellow citizens and businesses so that they can all work together to make



our region a great place to live, work and play. Vanessa also coordinates Chamber events to shine awareness on important topics that fit within the Chamber's strategic plan while bringing members together to network, and most importantly, have fun. She is responsible for maintaining the Chamber calendar of events, connecting with news media, designing and implementing marketing campaigns and oversees the Chamber's social media accounts. Vanessa is staff support for the Community Prosperity Alliance, Women's Leadership Symposium, Golf Classic, Technology and Events committees.

Vanessa is very active in the Valley through philanthropy and is the Board Vice President of T.I.M.E. - The Improved Milton Experience, a 501(c)3 nonprofit focused on community revitalization, and a Board Director at the Susquehanna River Valley Visitor's Bureau. Her and her husband Rob reside along the Susquehanna River in Milton and together own a small hard cider business in downtown Lewisburg.

COMMITTEES/TASK FORCES

One of the many benefits of joining the Greater Susquehanna Valley Chamber of Commerce is the great volunteer opportunities that are provided. Committee work offers an opportunity to make an impact for the businesses and communities the Chamber serves, while forging friendships with other like-minded Chamber members.

Agriculture Committee

The Agriculture Committee works to ensure that the agricultural base of the Valley is maintained and helps promote a better understanding of its importance to the Valley's economy. This Committee also works to see that the community better understands the role of agriculture and agribusiness in the Valley.

- Chair: Brad Wentzel, AgChoice Farm Credit, ACA
 Staff Contact: Chris Berleth
- Staff Contact: Chris Berleth

Ambassador Committee

Develops programs to welcome new businesses to the Chamber and promotes Chamber membership as a benefit for all business and professional firms in the region. The Ambassador Committee acts as goodwill representatives at various Chamber functions and community events. This group assists with welcoming, nurturing and aiding in the retention of members.

- Chair: Jessica Brazier, M&T Bank
- Staff Contact: Chris Berleth

ATHENA® Committee

The ATHENA® Committee seeks to develop, plan and execute the ATHENA® Award Program for the Greater Susquehanna Valley. This award recognizes individuals who actively assist women to realize their full potential, achieve professional excellence in their business, and improve the quality of life for others in the community.

 Chair: Eric Rowe, past ATHENA® recipient
Staff Contact: Chris Berleth

NETWORK AND CONNECT

Whether at a ribbon cutting, a committee, or a premier event, the strength of the Chamber is in connecting businesses to the community.

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Business and Education Committee

The purpose of the Business & Education Committee is to work with area public school districts, career & technology centers, private schools, trade schools, career schools and universities to ensure that the workforce training needs of the Valley's employers are being met, and to provide opportunities for students to interact with business people both in and out of the classroom.

- Co-Chair: Jamie Mercaldo, Central Susquehanna Opportunities, Inc.
- Co-Chair: Jennifer Hain, SUN Area Technical Institute
- Staff Contact: Jenny Wentz

Communications Committee

Provides enhanced, concentric messaging in order to deliver the Chamber's value proposition to our members and the communities in our region.

Staff Contact: Vanessa Venios

Community Prosperity Alliance

The purpose of the Community Prosperity Alliance (formerly known as the Downtown Affiliates Committee) is to encourage collaboration and cooperation among nonprofit organizations committed to advance the economic development of the communities in our region.

- Chair: Steve Hoke, McClure Revitalization
- Staff Contact: Vanessa Venios

Events Committee

Plans, organizes, and conducts activities and events for Chamber members to help promote education, fellowship and networking opportunities.

- Chair: Allison Hall, The UPS Store
- ▶ Staff Contact: Vanessa Venios

Governmental Affairs Committee

Develops, promotes and articulates the business viewpoint of federal, state, and local issues that impact the health and vitality of business in the Greater Susquehanna Valley.

- Chair: Aimee Buehner, Bowen Agency Realtors
- Staff Contact: Chris Berleth

Greater Susquehanna Valley Young Professionals

The Greater Susquehanna Valley Chamber of Commerce serves as host and supporter to GSV Young Professionals (GSVYP). The GSVYP Committee meets often and is looking for input from members on how to better LIVE, WORK & PLAY in the Susquehanna Valley. Their mission is to strive to connect like-minded individuals with networking, professional development & volunteer opportunities in social settings, making the Valley a better place to live, work and play. Find GSVYP events on our events calendar, or on Facebook and Instagram.

- Chair: Catherine Kramm, The Coup Agency
- Staff Contact: Bob Garrett

Technology Committee

Serving as the platform to address emerging issues, provide and host needed training, and identify opportunities for technology improvements in our region.

Chair: Dryden Yost, Contrast Communications
Staff Contact: Vanessa Venios

Transportation Committee

The Transportation Committee encourages public sector support for improved roads, streets, highways, bridges, airports and traffic flow to enhance the Greater Susquehanna Valley as a place to operate a business.

- Chair: Joe McGranaghan, Shamokin Dam Mayor
- Staff Contact: Bob Garrett

Women's Leadership Symposium Committee

The Women's Leadership Symposium is an annual conference that invites women to join their peers from the Valley to spend a day with highly experienced professionals. The conference gives attendees dozens of new ideas and action plans to boost their career, their attitude and their life. It is specially designed to give powerful information and profound insights that will make a lasting, positive impact on attendees' lives.

- Co-Chair: Beth Strausser, Bucknell University
- Co-Chair: Sarah Maneval, Susquehanna Community Bank
- Staff Contact: Vanessa Venios

Young Americans Committee

The Chamber is a leading advocate in the Valley for recognizing and promoting its future leaders. In cooperation with local school districts, media organizations and volunteers, the Chamber recognizes the scholastic, extracurricular and civic leadership qualities of more than ninety students from eleven school districts throughout the Greater Susquehanna Valley. In May, the Chamber invites the Young American award recipients, their parents and relatives to attend the Annual Young Americans Awards Banquet, featuring a guest speaker and a recognition ceremony.

Chair: Ed Moyer, Service 1st Federal Credit Union
Staff Contact: Jenny Wentz

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GSVCC STRATEGIC PLAN

These four imperatives (the Cost of Doing Business, Workforce, Technology, and Polarization) were the top issues effecting businesses in our most recent member survey, conducted in partnership with the Bucknell Small Business Development Center.

Cost of Doing Business

To be in a position to keep the costs of doing business in check the Chamber will:

- Advocate on behalf of pro-business/pro-jobs legislation and policies at local, state and federal levels.
- Serve as a consistent voice representing the local business community.
- Research, identify and promote examples of prosperity enhancing actions, projects and programs that have been successfully undertaken in other areas/regions.

Workforce

In each of the last three member surveys, workforce concernshavegrown. Thankfully, our Chamber has a timetested and proven engagement program when it comes to workforce issues. Young Americans is among the longestestablished engagement program in the state. To add to it, the Chamber's Business and Education Committee launched in 2016 their CareerBASICS initiative, a platform which now includes pre-apprenticeships, a career-information website, and more.

Building upon our past successes, we will add these additional elements to our CareerBASICs initiatives:

- Serve as the primary advocate for the Career Pathways Program.
- Advocate for a full continuum of educational and career training opportunities, including a fullyarticulated community college, for our area.
- Function as a clearinghouse for the resources that will be needed to insure that educators and employers can effectively work together without causing either sector undue work or fatigue.
- Insure that our Business and Education efforts are expanded to and adopted by all school districts and private/parochial schools in our area.
- Work with our local correctional institutions to roll-out the 'Clean Slate' program

Technology

In our last strategic plan, access and affordability of broadband internet was the top concern for our members. In our most recent survey, Broadband still ranked among important issues, but we believe that measurable progress is being made in improving services, and educating the public about the services that exist in the Valley.

We acknowledge the great work of service providers like Service Electric Cablevision and PenTeleData, who have reinvested in the community by helping organizations like the AOAA, a top economic priority for Northumberland County, to gain access to fiber speeds. Thanks to great coverage of the issue by The Daily Item, companies like CVC Mechanical and their small business neighbors in the West Milton area are also primed for growth in this area.

We will continue to work hard for the community as we seek "Broadband for All", and build upon past successes.

Polarization

"When two elephants fight, the grass suffers." This old African proverb illustrates the issue of polarization which arose in our survey. This issue involves both general political discourse as well as how our communities work together to solve common problems. The emergence of this issue is particularly troubling because no such similar issue has ever come up in previous surveys.

We know that the potential exists for every conversation about every issue to default back to entrenched positions, partisan accusation and separation, but we are unwilling to accept gridlock and partisan bickering as an inevitability for our Valley.

We can decide on a better path, and our Chamber has the opportunity to be the "active sane center", demonstrating a pragmatic approach to collectively find solutions. Your Chamber has a track record of being 'skilled convenors,' who have in the past and will in the future pull together the resources and the political will to focus on problem solving, crisis resolution and our joint celebrations of success.

We have great opportunities ahead, and our plan shows us no less than this: the people of the Greater Susquehanna Valley can accomplish much to advance prosperity for all.





"BROADBAND FOR ALL"

DIVERSITY & INCLUSION IMPACT COUNCIL

MISSION STATEMENT

The Greater Susquehanna Valley Chamber of Commerce advances the prosperity of its communities, commerce, culture, fellow citizens, and their businesses in its region through the leadership of its members.

EMBERSHIP & BER BENEFITS ALUE-ADD EMBE

Your Chamber is working harder and smarter to give all members the value they desire. Listed here are just some of the benefits extended to Chamber members that promise a high return on investment. Please note: all employees of Chamber members may take advantage of Chamber events and benefits.

Networking

There are hundreds of opportunities each year to network through the Chamber. Here are just a few of the key events that connect members:

- Luncheons
- Summits
- Joint Legislative Breakfasts
- ▶ Food and Wine Fest
- The Annual Meeting & Awards Ceremony
- Member Celebration
- Business With The Brewers
- ▶ Golf Tournament
- Economic Forecast Luncheon
- Women's Leadership Symposium
- Holiday Party
- Young Professionals Events
- Business After Hours Events

Advocacy

Build connections through any of eleven Chamber committees while serving as a voice for regional prosperity. Chamber committees include: Agriculture, Ambassadors, ATHENA, Business & Education, Community Prosperity Alliance, Governmental Affairs, Events, Transportation, Women's Leadership Symposium, Young Americans, and Young Professionals.

PRESENCE & VISIBILITY

Chamber Marquee

Located at an intersection on one of the busiest roads in the Commonwealth, the Chamber marquee showcases new members, event partners, and Chair's Circle Partners for 2-3 weeks at a time. 55,000 vehicles pass by our back-lit marquee each day and night.

Member-Only Referrals

Each week, dozens of calls, emails, and social media posts come to us from community members seeking referrals.

BREAKING GROUND TOGETHER

The Chamber loves the chance to celebrate our members' success with ribbon cuttings, open houses, groundbreakings and grand opening ceremonies. Our members' success shapes our community's prosperity. Let us help you commemorate the milestones of your business!

The GSVCC proudly refers only its members to the community. Haven't had a recent referral? Chamber Ambassadors and our Executive Director of Membership are pleased to help you take advantage of Chamber relationships to drive referrals to you. Contact us today to strategize business growth!

Ribbon Cuttings/Open Houses/ Grand Openings/Groundbreakings

Celebrate remodels, new locations, anniversaries, awards or special occasions with the help of the Chamber. On your behalf, we'll publish your event in Chamber publications, invite Chamber members, dignitaries and the press to attend, ensure coverage in Voice of the Valley, offer our online registration features for your event, give you headcounts in advance, and be there in person to support you! We'll happily provide the giant, gold scissors and plenty of ribbon to commemorate the occasion too!

PUBLICATIONS

Voice of the Valley

A monthly publication of the Chamber distributed by *The Daily Item*, the print and online versions of Voice of the Valley reaches 33,500 print and 445,000 online readers, and includes only content generated by Chamber members. Advertising opportunities are available at a 40% reduced rate only to Chamber members.

Membership Directory & Business Resource Guide

More than 6,000 copies are distributed in six counties through phenomenal distribution partnerships.

Partnership Opportunities Guide

This guide shows members the current year's Chamber investment opportunities while celebrating the previous year's investors.

Local Gems, Regional Riches

The publication of the Downtown Affiliates Committee, this publication is distributed through the Standard Journal and celebrates the collaboration of downtown organizations to beautify and grow local communities.

Chamber Map & Resource Directory

Want to offer directions to clients and customers? Share the Chamber's four-county map with them, free!

One Free Daily Item Ad

All new members of the Chamber receive a coupon for a free ad, valued at \$400, in *The Daily Item*.



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Internet Presence

Website/Online Directory

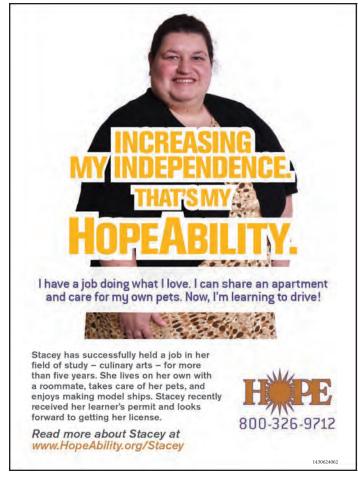
The GSVCC website is mobile-optimized, user friendly, and resource-rich. All members are listed in the dynamic online member directory along with a description of their business, a map to their location, email and hyperlinks to their sites.

Member Information Center (MIC)

The online Member Information Center gives each member direct access to their own Chamber directory listing, the ability to view and post member-to-member deals and discounts, and the ability to post job listings. Event registration and reminders have never been easier than through our online registrations, email confirmations, online payment system, and reminders. Want to email members directly? Do so through the MIC!

Social Media

Join the Chamber and one of the first things that we'll do is "Like" your business on Facebook and connect you to our communications. Did you celebrate an anniversary, win an award, or gain press coverage for something special? Contact the Chamber and we're happy to help spread the news online!



Online Publications

Bi-weekly e-lerts keep members up-to-speed on important Chamber news and reach over 2,200 contacts.

Other Benefits

Health Insurance

The Chamber partners with Pennsylvania Chamber Insurance, who provided group insurance options to all Chamber members. For more information, please contact us at 570.743.4100.

Chamber Business Center

Need an off-site location for a company meeting, conference, training, or seminar? Consider utilizing the Chamber Board Room or our second-floor conference center.

Political Representation

Gain access to local officials through the Chamber's extensive network and advocacy work for member businesses and the community at the local, county, state, and federal level.

Young Professionals Partnership

Membership fees in the Young Professionals are waived for any employee of a Chamber member.

Penn State World Campus Partnership

Employees of Chamber members, their spouses and dependents are eligible for tuition reduction in Penn State World Campus courses.

Affinity Programs & Memberto-Member Discounts

Take advantage of the deals, discounts, and special offers extended exclusively to Chamber members.

Certificates of Origin & Chamber Member List

Chamber members may take advantage of our service of Certificates of Origin and may request the Chamber list, both digital and print, at any time.

Economic Development Tools

- Start-up business plans
- Business Park Development
- Expansion Loans
- Funding Opportunities
- Demographic Assistance
- ► Site Research

THE CHAIR'S CIRCLE PROGRAM

2020 Chair's Circle Program: 50 opportunities

Deadline: March 31, 2020

Chambers like ours depend on the support of members who are willing to invest above and beyond their membership investment. The support of these investors, who we call the "Chair's Circle", afford the Chamber the ability to invest in strategic imperatives, as determined by our members, throughout the year. For their investment, the Chair's Circle receives enhanced benefits for this investment.

Benefits include:

Quarterly Chair's Circle Breakfast Events

In 2020, the Chair's Circle will have access to quarterly breakfast events hosted by the Chamber Chair and the President/CEO. These breakfasts offer a personalized perspective on the Chamber's strategic relationships and progress toward the strategic plan.

The Marquee

Chair's Circle sponsors' names are displayed for 2-3 weeks on the Chamber marquee during the year.

Enhanced Online Presence

Chair's Circle sponsors have their own page on the Chamber website, which receives over 1,500 views monthly. This page links directly to Chair's Circle sponsors' websites. Chair's Circle sponsors are featured extensively on the Chamber's social media platforms and have their own "group" on our database system, which may be used by sponsors to communicate with one another throughout the year.

Bi-Weekly Electronic Newsletter

The Chamber's bi-weekly e-lert features links to the Chair's Circle sponsors' page.



Logos

Chair's Circle Sponsors' logos are displayed at all premier Chamber events and scroll daily on the television in the Chamber lobby. Likewise, the Chair's Circle logo is available to be displayed by Chair's Circle sponsors upon request.

Media Recognition

Chair's Circle sponsors are featured prominently in the publications of the Chamber, including the Sponsorship Brochure, and the Annual Membership Directory and Business Resource Guide. Each Chair's Circle sponsor is listed monthly in the Voice of the Valley and they may submit one "Chair's Circle Spotlight" article to be featured in the publication once per year.

Chair's Circle sponsors are promoted in a series of radio ads run by the Chamber in partnership with the stations of Sunbury Broadcasting in 2020.

Chamber Events & Networking Opportunities

Sponsors receive registrations to a selection of Chamber events during the calendar year. They may also offer for display any one promotional piece at the Chamber's Member Luncheons.

GSV Young Professionals

Chair's Circle Sponsors have the first opportunity to serve as a Greater Susquehanna Valley Young Professionals host.

Personal Touch

Sometimes, Chamber benefits can seem overwhelming, and businesses seek ways to maximize their use through new initiatives, events, and strategic partnerships. Chair's Circle sponsors, can rely on guidance and strategic support from Chamber staff, namely, the Chamber's Executive Director of Membership.

CHAIR'S CIRCLE SPONSORSHIP Thank You 2019 Chair's Circle Sponsors!





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TESTIMONIALS



"The GSVCC has always been a valuable resource to help businesses be a better partner within the community. As a craft brewery, Rusty Rail Brewing strives to be a good community member and the Greater Susquehanna Chamber of Commerce gives us many tools to help us achieve that goal. From community events to political

awareness and fresh ideas; the Chamber really goes out of their way to help us better promote our business in the Valley. We look forward to growing our partnership into 2020!"

> Rich Schrader, General Manager Rusty Rail Brewing Co, LLC



"No one has done more for me than the GSVCC and staff. Thanks is not enough. My future is glowing due to them. Together, we will achieve great things for 2019. But more importantly, each of us will glow because of our relationships."

> Caz Russell, Leadership Speaker, Trainer & Coach CazRussell.Com



"We believe in supporting the area where we live and work. The Chamber gives us the opportunity to stay informed through business, political, and social events. The Chamber's work in our community to improve business opportunities has been top notch. We are proud to be a chair sponsor every year."

> Julie Eriksson, Kreamer Feed, Inc.



"The Greater Susquehanna Valley Chamber has been an invaluable partner in virtually every aspect of our work. From advocacy to making connections to problem solving, we work hand-in-hand to address the needs of the people and organizations in our Valley. We are stronger together."

Joanne Troutman Greater Susquehanna Valley United Way



"Susquehanna University was founded through generous support from local leaders. We greatly value our 160-year relationship with the community including numerous businesses throughout the region. Our students benefit from hundreds of internships and jobs at scores of local businesses, and our students and faculty support many of those businesses

with research and analysis expertise. The Greater Susquehanna Valley Chamber of Commerce is a critical partner in helping us to establish and enhance our connections with employers throughout the region."

> Jonathan Green Susquehanna University



"It is easy to share in the GSVCC's passion for our Valley. Their vision and "can-do" spirit afford numerous benefits to their members. Our agency is a longtime advocate for our Chamber as they have raised our game. We enjoy the educational, networking and community events, and are pleased with their leadership team. As our Valley grows, the GSVCC is

at the very top of that inflection point."

James Izzo Mojo Active, Inc.



"Looking for a super return on your business investment? Membership in our GSV Chamber of Commerce offers Central PA businesses, large and small, benefits that are hard to beat: networking, promotion, advocacy, education, and skill development opportunities to start. Partnering with your regional Chamber is a solid ROI for your business, your employees and our community."

> Mary Ellen Jansen Mass Mutual

NETWORKING OPPORTUNITIES

Throughout the year, there are many events held to allow our members to meet and forge connections that strengthen the economy of our beautiful valley. Some events are focused on information, such as our annual meeting or monthly meetings, while others are focused on good times with great people, like our Food and Wine Fest or our Golf Classic. With so many events to choose from, there is sure to be something for everyone!

GSVCC Food & Wine Fest

April 6, 2019 • Iron Front Events





Annual Meeting & Awards Ceremony May 20, 2019 • Susquehanna University





Young Americans Golf Classic September 27, 2019 • Knoebels Three Ponds Golf Course





Ribbon Cuttings







Economic Forecast Luncheon

September 12, 2019 Rusty Rail Brewing Company



Joint Legislative Breakfasts





Annual Holiday Party December, Greater Susquehanna Valley Chamber of Commerce

GSV Young Professionals









Annual Women's Leadership Symposium October 1, 2019 • The Country Cupboard Restaurant







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ECONOMIC DEVELOPMENT

Building Prosperity for All

The Montour, Northumberland, Snyder, and Union Counties region, which happens to be the 'footprint' for the Greater Susquehanna Valley Chamber of Commerce offers a wide variety and great depth of economic development assets. In fact, this shear variety and the quality of these assets is truly uncommon in much of rural America.

From water, wastewater, and electrical capacities that meet or exceed most businesses' needs, to natural gas and high-speed internet, the region is rich in resources which often exceed the expectations of businesses and site location consultants looking for expansion or relocation

"Building on a Solid Foundation"



sites. Add in our high-value workforce with its strong work ethic, convenient access to interstate highways, and highly efficient rail service, and the Greater Susquehanna Valley region has a winning combination for success.

The communities that make up the Greater Susquehanna Valley Chamber of Commerce service area offer a wide variety of commercial and industrial parks and buildings that can accommodate virtually any need. For more information on how a Greater Susquehanna Valley location can benefit your company's productivity, efficiency, and bottom line, contact the Greater Susquehanna Valley Chamber of Commerce today and ask to speak with Bob Garrett, our President/ CEO who is also the Executive Director of the Greater Susquehanna Business Development Council.



24



Think back to a simpler time when horsedrawn buggies shared the roads with bicycles and automobiles, when farm stands showcasing locally grown produce and fresh homemade baked goods dotted the countrysides and when local shop owners greeted you at their door with a smile and a cheery "Hello!" With the dawn of big box stores, online shopping and multi-lane traffic circles, many urban families are yearning for a return to the age of Normal Rockwell. New communities are responding by trying to recreate "authentic" downtowns – downtowns like the ones found right here in the Susquehanna River Valley.

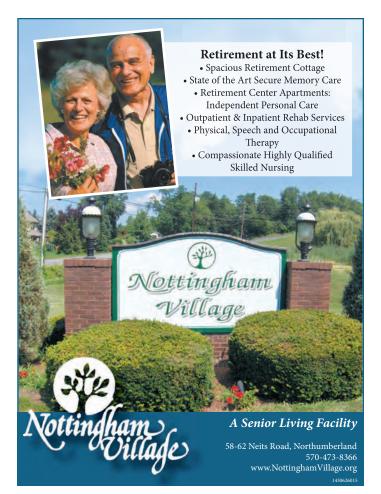
The picture painted above is a portrait of life in the communities along the Susquehanna River ...right down to the buggies! Our region beckons to world-weary travelers drawn by the natural beauty of four distinct seasons, the charm of unique downtowns and the sights, sounds and tastes emanating from a rich and proud heritage.

With so many individuals looking for a respite from life in the fast lane, it is no wonder that Central Pennsylvania's Susquehanna River Valley is becoming a national tourist destination. According to a recently published study commissioned by the PA Office of Tourism, traveler spending in 2017 for Snyder, Union, Montour and Northumberland Counties was \$498 million (up from \$390 million in 2007). This is not a misprint; tourism is alive and well in our region!

The Susquehanna River Valley Visitors Bureau along with the Greater Susquehanna Valley Chamber of Commerce work together to welcome and promote our region as a great place to visit and explore, live and work and to locate a new business or industry. The Visitors Bureau reaches out to the surrounding communities and

Continues on page 26







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residents, plus surrounding states and potential tourists and visitors, to showcase all the amenities the area has to offer, while the Chamber prepares and supports businesses that offer services and goods for residents and tourists and provides business networking events and seminars. We have the natural advantage to attract visitors looking for an authentic experience, but in order to stay on top of that curve we need to keep informed and to position ourselves for the future.

While this sounds daunting, staying ahead of marketing trends is really as simple as communicating – communicating our products and services to residents and visitors alike, communicating the benefits of our region as a whole to travelers, communicating our quality of life and amenities as part of employee and industry recruitment and communicating with each other to help build strong communities. Great conversations help to build great communities and the more we tell our stories the more we raise each other up.

Today's economy requires partnership. Consider the hashtag. If one individual posts beautiful photos of their personal experiences and adventures while enjoying our region's attractions, scenery and thriving downtowns and tags these photos **#SusquehannaRiverValley**, people from outside our area may stumble across those photos and search for other photos with the same hashtag. If they don't find any other photos, the conversation ends. However, if residents and business owners throughout the region are posting using #SusquehannaRiverValley, when someone discovers one photo and searches for that hashtag they will be inundated with beautiful images of the Susquehanna River Valley. Instead of a mere glimpse of our region, their view will be broadened to include an enticing mix of outdoor recreation, fun-filled attractions, arts and culture, history and heritage, culinary delights and one-ofa-kind shops. That partnership is also important when using **#GSVCC** to share photos of thriving businesses, business to business engagement and

events and how the region supports and attracts businesses to Central Pennsylvania.

It's also important to keep in mind that tourism marketing is not just for tourists. Many businesses today are plagued with the question of how to attract more residents into their circle of regular customers. The great news is that tourism marketing can help you reel in these life-long residents. A few years ago the "staycation" grew in popularity. The concept behind the promotion was that as the economy stumbled [with rising gas prices], a family's best bet for a vacation was to explore their own surrounding communities for new fun-filled experiences. They became Backyard Tourists. This concept is still going strong; more and more residents are looking for things to do right in their own backyards. **Events like the Greater Susquehanna Valley** Chamber of Commerce's Food & Wine Fest and the Susquehanna River Valley Visitors Bureau's Susquehanna River Valley Restaurant Week and Holiday Shopping Brochure Pass serve to meet this need for residents and visitors alike.

Tourism marketing needs to be part of every business plan (\$498 million is hard to ignore)! Business owners are the ambassadors of our communities and the better they carry out that role, the stronger their businesses and our communities become. As ambassadors, be ready to share the love of our region with everyone who walks through your door. Give them those insider tips into where to buy the best whoopie pies, grab the best burger, craft brew or local wine or the perfect place to view amazing scenery or go hiking or biking. By doing so, you're offering and creating an authentic experience that will stay with them and keep them coming back for more.

For more information about the Susquehanna River Valley, visit www.VisitCentralPA.org.

Andrew Miller, Executive Director, Susquehanna River Valley Visitors Bureau

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CHRIST WESLEYAN CHURCH/MEADOWBROOK CHRISTIAN SCHOOL Arlie Davis Church

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CILS INC.

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CLARITY PREP, INC.

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32

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43

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ADVERTISER INDEX

1847 Financial	17
BB&T	9
Berkshire Hathaway Home Services - Hoc	lrick
Realty	
BJ's M Street Tavern & Oyster Bar	46
Coldwell Banker	56
Diversified Construction	46
Coldwell Banker Penn One Real Estate	3
Fulton Bank	2
Geisinger	55
Hope Enterprises	18
Kreamer Feed	27
Member's Choice Financial Credit Union.	25
M C P S for Campgrounds	54
Meck-Tech, Inc.	24
North Shore Railroad Company	24
Northumberland National Bank	29
Nottingham Village	26
Purdy Insurance Agency	
Service 1st Federal Credit Union	23
Service Electric Cablevision	24
Stahl & Sheaffer Engineering	17
Susquehanna Valley Mall	47
T-Ross Bros. Construction	23
UNB Bank	26
UPMC Susquehanna	4
Villager Realy Inc.	9
Zimmerman Motors	5

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