

| January | | | | | | | February | | | | | | |
|---------|--|---------------------------------|-----------------------|----------------------------|-----------------------|-----|----------|-------------------------|---------------------------------|--------------|----------------------------|-----------------------|--------------------------------|
| SUN | MO | TUE | WE | TH | FRI | SAT | SUN | MO | TUE | WE | TH | FRI | SAT |
| | 1 CLOSED | 2 | 3 | 4 <i>DHAP 5pm</i> | 5 | 6 | | | | | 1 Seminar | 2 First Friday | 3 Seminar Murder Mystery |
| 7 | 8 <i>RT 6 pm</i> <i>Board 4 pm</i> | 9 <i>Funfest 6:30 pm</i> | 10 Mixer | 11 | 12 SBDC | 13 | 4 | 5 <i>RT 6 pm</i> | 6 | 7 Seminar | 8 Mixer | 9 SBDC | 10 |
| 14 | 15 | 16 <i>CP 8 am</i> Seminar | 17 | 18 Red Carpet Breakfast | 19 <i>COG 8 am</i> | 20 | 11 | 12 <i>Board 4 pm</i> | 13 <i>Funfest 6:30 pm</i> | 14 | 15 Red Carpet Breakfast | 16 <i>COG 8 am</i> | 17 |
| 21 | 22 | 23 | 24 | 25 Seminar | 26 <i>Exe 8 am</i> | 27 | 18 | 19 | 20 <i>CP 8 am</i> Seminar | 21 | 22 | 23 <i>Exe 8 am</i> | 24 |
| 28 | 29 | 30 Women's Lunch | 31 <i>DHAP 3pm</i> | | | | 25 | 26 | 27 Seminar | 28 | | | |

**Italicized font indicates committee meetings*

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Hazleton, PA 18201

Greater Hazleton Chamber of Commerce



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Greater Hazleton's Business Connection

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chamberconnect

January/February 2018 Vol. 20 No. 1

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Affiliates

- G.H.A. Civic Partnership
- Mt. Council of Governments
- Leadership Hazleton
- Downtown Hazleton Alliance for Progress

From the Desk of Donna Barna, Chamber Chairwoman



On behalf of the Chamber team, including the Board, Staff and Volunteers, I would like to wish each of you a wonderful New Year!

Since we kicked off our 125th anniversary year in May at our annual meeting, the time has gone so quickly. New members, fantastic networking events, seminars on current business topics and community wide events like Funfest and Taste of Greater Hazleton. These have all been part of the work our Chamber has accomplished in this year of celebration.

But wait, there is more... Be sure to check out the calendar for January and February events and come out and join us! Great things are happening and we want **ALL** of our members to be a part of the progress.

Do you need information on certain topic? Are you looking for an education session for your employees? Did you make a resolution to grow your business and make 2018 the year of networking success? If so, then call the Chamber and see how our team and services can help make those goals a reality.

CHEERS!

~ NEW YEAR MEMBERSHIP DISCOUNT INCENTIVE ~

Do you know of a business in Greater Hazleton that is currently NOT a member of our Chamber?



If so, contact Dan Guldish, our Chamber Membership Director and make a referral NOW, TO TAKE ADVANTAGE OF OUR **NEW YEAR DISCOUNT INCENTIVE!**

For every successful referral you make, you will receive a complimentary ticket to a Red Carpet Breakfast Program OR Women's Networking Luncheon in 2018!

NEW MEMBER INCENTIVES INCLUDE:

- Any NEW business who joins the chamber **NOW** RECIEVES 4 FREE MONTHS OF MEMBERSHIP!
...this means you will be in good standing **until May 2019!!**
- By joining the Chamber you receive all the perks of membership....
- Over \$500 of FREE advertising
- Business listing on our website, with a link to your website
- We only refer chamber members
- Free networking opportunities
- Take advantage of the over 100 chamber events offered annually
- Exclusive Advertising opportunities for chambers
- Member to Member Discounts
- **& MUCH MUCH MORE!**

Follow Us

hazletonchamber.org



Chamber Holiday Celebrations



22nd Annual Downtown Holiday Mixer

The **YWCA of Hazleton** was the sponsor of our 22nd Annual Downtown Holiday Mixer, which they hosted at their location, 75 South Church Street in Downtown Hazleton. Over 70 chamber members attended and enjoyed an evening of holiday cheer with their fellow members.



Photo on the left is (from the left): Celeste Samec, YWCA of Hazleton CEO, Joanne Gabriele, YWCA of Hazleton Membership & School Age Director; John Washington, YWCA Marketing; Mary Malone, Greater Hazleton Chamber of Commerce President and Tracy Bissol, YWCA Accounting.

13th Annual Holiday Tree Decorating Contest Winners Announced



The Chamber's Women's Networking Committee announced a change for their 13th Annual Holiday Decorating Contest. The change was to judge solely on the holiday tree at our Chamber member businesses locations, rather than their entire office decor. Just about 40 businesses participated in the revived contest for 2017 and the winners were announced at our annual holiday social, which was sponsored by **MMI Preparatory School** and hosted by **Four Blooms Restaurant** in Drums. **DJ Tony Pacelli** provided the entertainment for the evening and **Billig-Helmes Insurance** provided a favor to each guest who attended. Over 100 women were in attendance!

First place - Web.com (Top photo, pictured from the left is Lisa Marie Halecky, women's committee vice-chair from Lehigh Valley Hospital - Hazleton; Melissa Sharp, Sarah Cannella, Anne Marie Paulschock and Katrina Domkowski all from Web.com and Anne Frey, women's committee chair from DBi Services.)

Second place - Penn State Hazleton

Third place - Four Blooms Restaurant

Fourth place - Comfort Inn Hazleton

Fifth place - Lehigh Tire

3-way tie for Sixth place - ARCIL I , ARCIL II and Antonia's Jewelry and Repair

3-way tie for Honorable Mention - Billig Helmes Insurance, Citizen Publishing Company and One Source Staffing.



Prizes included: "4Skip" One-Month digital billboard advertising package on Route 93 & 309 (\$600 value) provided by **The Printmark Group**; Two - 1 month personal training with Brad (\$800 value) provided by **Fyzical Therapy & Balance Center at Hazleton**; 3 Month Fitness Membership at the Health & Wellness Center at Hazleton provided by **Lehigh Valley Hospital - Hazleton**; 1/3 page ad provided by **Panorama Community Magazine** (\$275 value) complimentary Women's Networking Luncheon Passes provided by the Chamber.

A special thank you to our women's networking holiday committee for helping to coordinate the contest and social from start to finish and for all the tricky tray donations! The tricky tray's alone were able to raise over \$300 toward our annual Women's Empowerment Grant.

Bottom photo, pictured from the left is Patty Collum, Panorama Community Magazine, prize sponsor; Donna Barna, Billig Helmes Insurance, Chamber Chair; Liz Tolan, The Printmark Group, prize sponsor; Lisa-Marie Halecky Lehigh Valley Hospital - Hazleton, committee vice chair and prize sponsor; Lori van Hoekelen, Susie Scarcella, and Jessica Benjamin, Four Blooms Restaurant, event host; Kim McNulty, MMI Preparatory School, event sponsor and Lori Bowser, Four Blooms Restaurant, event host. Missing from the photo is Anne Frey, DBi Services, committee chair; Kathie Oh, Fyzical Therapy & Balance Center at Hazleton, prize sponsor and Lori Dotter Yanuzzi, Motor Transportation, transportation sponsor.

Upcoming Chamber Events

DATE, TIME & LOCATION

New Business Idea Boot Camp
9 am to 10 am
Sat, Feb 3rd - Chamber
Noon to 1 pm
Wed, Feb 7th - PSU

Steps to Starting & Growing Your Business Series

Developing a Business Plan & Financial Projections
5 pm to 6 pm
Tues, Feb 20th - Chamber

Making it Legal & Structure, Licensing & Registration
5 pm to 6 pm
Tues, Feb 27th - Chamber

Series of four FREE seminars for anyone who wants to be a part-time or full-time entrepreneur. Sponsored by the Chamber, Penn State Hazleton, Wilkes University Small Business Development Center, Downtown Hazleton Alliance for Progress and CAN BE, Inc.

DATE
Thursday, February 15th

Red Carpet Breakfast

TIME
7:45 am to 9 am

The CEO of Silver Pines Treatment Center and dignitaries will present on the Opioid Addiction Epidemic.

LOCATION
Premier Catering & Events
1345 N. Church Street
Hazle Township



COST
\$20 members
\$25 non members

DATE
Thursday, February 8th

Networking Mixer

TIME
5 pm to 7 pm

LOCATION
Sophy Jewelers
Laurel Mall
Hazleton

COST
Free to attend!

All Chamber members, your employees, co-workers & guests are invited! Browse the largest selection of diamonds in the area and learn why they are the ONLY preferred jeweler in the area that offers a lifetime warranty. Also have a chance to meet their friendly team! Enjoy an array of complimentary hors d'oeuvres, desserts, beer, and a signature "Sophy" drink! Everyone will leave with a gift! Bring your business cards.



DATE
Thursday, March 1st

Managing Cash Flow

TIME
9 am to 10 am

LOCATION
Chamber Office
8 W. Broad Street
Mezzanine Level
Downtown Hazleton

COST
\$10 members
\$15 non members

This session will describe the purpose of cash flow management in a start-up business, assess a cash flow cycle and make some cash flow projections, describe how a cash flow statement can help assess and improve the financial health of a start-up, identify some way to manage cash flow in terms of managing costs and potential income and identify ways to seek out expert technical assistance to improve cash flow.



Funfest



On behalf of the FUNFEST Committee we wanted to wish everyone a Happy New Year! Funfest will be celebrating 40 years in 2018. Please mark your calendars now for September 8th and 9th in Downtown Hazleton. Be prepared for new, exciting additions, as well as celebrating some Funfest favorites. We always welcome volunteers to join the committee, which will meet second Tuesday of month at 6:30 pm

in the Chamber office. Mark your calendars now for kick off to Funfest with The POETS on March 18th at Premier Catering!

Pictured are Funfest Committee Members from the left AJ Onuschak, Tina Sabo, Andy Piskel, Al Onuschak, Darren Whiteknight, Rocco Colangelo, Jr., Joe Scarcella, Mike Sosar. Sitting in the chair is Renee and Anna Sosar and Julie Gallagher in the front row.

DHAP

The Downtown Hazleton Alliance for Progress will be hosting a planning meeting for the 2018 First Friday program on Thursday, January 4th at 5:00 PM at the Chamber. Any businesses, organizations, or individuals interested in participating in the First Friday program is invited to attend to help plan the upcoming year's schedule of events.

GHACP

American Eagle Donates to Rails to Trails



Tina Rosencrance, second from left, Operations Supervisor at American Eagle, presents a \$5,000 American Eagle Foundation grant request to Joe Yannuzzi, chairman of the GHACP. The donation will be used to further the development of the Greater Hazleton Rails to Trails Phase III project that will link the

trail to Eckley Miner's Village. Participating in the presentation are from left is Shelly Sheets, American Eagle Operations Manager, Rosencrance, Yannuzzi, Tom Ogorzalek, Chairman of the GHRT and Bob Skulsky, GHACP Executive Director. American Eagle Outfitters employees are "outstanding volunteers helping to develop and maintain the GHRT" said Tom Ogorzalek. They have provided large work parties on the completed portion of the trail and continue to help further development of the trail with grants through their foundation said Joe Yannuzzi. The GHACP welcomes any local businesses that would like to help maintain the trail because all of the maintenance is performed by volunteers and donations to cover the cost of materials.

GHACP Receives Grant for Phase III Development

Governor Wolf announced that the GHACP was a grant recipient for the 2017 Department of Conservation and Natural Resources Community Conservation Partnership Grant. The grant awarded is for \$500K and it will fund further development of the GHRT into Eckley Miners Village. This grant coupled with the previously awarded DEP Abandoned Mine Lands grant puts the partnership closer to the sum needed to start the project.

Upcoming Chamber Events

DATE
Wednesday, January 10th

TIME
4 pm ribbon cutting
5 pm to 7 pm mixer

LOCATION
Lackawanna College Hazleton
2 E. Broad Street
Downtown Hazleton

COST
Free to attend!

Networking Mixer

All Chamber members, your employees, co-workers & guests are invited to enjoy an evening of networking with your fellow Chamber members! Join Lackawanna College-Hazleton Center as they prepare to open their NEW Downtown Hazleton facility for the Spring 2018 semester! Refreshments will be provided.



DATE
Thursday, January 25th

TIME
8:30 am to 10 am

LOCATION
Chamber Office
8 W. Broad Street
Mezzanine Level
Downtown Hazleton

COST
\$10 members
\$15 non members

Safety Concerns in Worship Today

This program will cover the issues surrounding awareness and assessment of the physical space and procedures affecting each place of worship. It will assist leaders to improve security by learning how to determine where your facility is vulnerable, then providing an overview of conducting a basic security survey, followed by a report outlining steps for correction.



DATE
Friday, January 12th
OR Friday, February 9th

TIME
9 am to 11:30 am

LOCATION
Chamber Office
8 W. Broad Street
Mezzanine Level
Downtown Hazleton

COST
Free to attend!

Small Business Counseling

These counseling sessions will provide an overview of startup assistance, business feasibility analysis, education on licensing and registrations required, how to obtain financing, business planning, financial analysis, strategic planning, market research, marketing, and identifying growth opportunities.



DATE
Tuesday, January 30th


TIME
12 noon to 1 pm

LOCATION
Capriotti's
One Banks Avenue
McAdoo

COST
\$18 members
\$25 non members

Women's Luncheon

Open to all women from throughout Greater Hazleton featuring guest speakers Mary Veronica Sweeney and Ali McKittrick from Banking on the Arts Capital Campaign presenting on the Importance of Community Arts. Lunch, 50/50 drawing and doorprize drawings! Bring your business cards, brochures, coupons or giveaways to share on our "Business Resource Table".



DATE
Tuesday, January 16th

TIME
9 am to 10 am

LOCATION
Chamber Office
8 W. Broad Street
Mezzanine Level
Downtown Hazleton

COST
\$10 members/\$15 non members

Create a Maxtrix

The Matrix Map is an important tool for mission focused businesses. It is a visual tool that plots all of the organization's activities -- not just its programs -- into a single, compelling image. Join us for a thought provoking session that you can take back to your board or staff to evaluate.

DATE
Thursday, February 1st


TIME
9 am to 10 am

LOCATION
Chamber Office
8 W. Broad Street
Mezzanine Level
Downtown Hazleton

COST
\$10 members/\$15 non members

Risk Management

This session will identify the common risks associated with a small business, the external and internal factors which affect risk for a small business, situations which may cause risk for a small business, the common warning signs of risk for a small business and implement, monitor, and evaluate a risk management plan for a small business.



DATE
Thursday, January 18th

TIME
7:45 am to 9 am

LOCATION
The Pines Eatery & Spirits
8 W. Broad Street
Downtown Hazleton

COST
\$20 members
\$25 non members

Red Carpet Breakfast

Guest speaker is Hazleton Mayor Jeff Cusat, providing a legislative update on the City of Hazleton.



DATE
Saturday, February 3rd

LOCATION
Top of the 80's Restaurant
3 Top of the 80's Road
Hazleton

Murder Mystery Dinner

Enjoy a fun-filled evening with a murder mystery theater! The evening includes dinner as well. All proceeds from this event will benefit Funfest 2018.

Stay tuned for complete details on how time and cost per person!

Please Welcome & Support Our Newest Members!

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Sanela's Beauty Salon
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Servpro of Hazleton/Dallas/Harvey's Lake
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servprohazletondallasharveyslake.com

Happy Anniversary to these Chamber Members!

January 2018 Anniversaries

50 YEARS
Janney Montgomery Scott LLC
Keystone Job Corps Center

25 YEARS
Barletta Materials & Construction
DBF Diversified Business Forms

20 YEARS
First Quality Nonwovens

10 YEARS
Faith Assembly of God Church
Walck Custom Wood Products

5 YEARS
Scranton W-B RailRiders
Child Development Council
Faberge Follies Dance'n'Tumble
Skuba Entertainment

1 YEAR
St Luke's Miners Campus
Kwik Solutions
Community Options Inc
Capital Drug & Background Screening LLC
McMahon Associates

February 2018 Anniversaries

15 YEARS
Stephanie's Greens & Things

10 YEARS
Helping Hands Society

5 YEARS
Good News Church
Ovalon Restaurant
Two Italian Guys Pizzeria

1 YEAR
Jerry Ibanez State Farm Agency
Kentrel Corporation
Society of Hispanic Professionals SHPHA
Sacco Chiropractic
Standard Farms LLC
MJM Designs LLC
Modern Smile Dentistry
Advance Auto Parts
Pane Counseling, Consulting & Education
Auker Multi-Trade
Pantry Quik Inc

~ SAVE THE DATE ~

**4th Annual Anniversary Celebration
Thursday, October 4th**

Participate in our 2018/2019 Wage & Salary Survey


Attention ALL Industries in Greater Hazleton!

Are you interested in taking our annual wage and salary survey?

All participating businesses will receive the survey results.

This is a comprehensive survey of wages and benefits, which is a highly useful and informative publication, utilized by businesses as a valuable negotiating tool.

If you are interested in participating in the survey, please contact Mary.



Keep your online business listing current!

Visit our website hazletonchamber.org

Click on "business directory"

Search for your business listing, either by name or category

If any updates need to be made, please contact the Chamber



Inhale Good Vibes, LLC



A ribbon cutting ceremony took place to honor the opening of Inhale Good Vibes, LLC, which is located in the South Gate Complex on Route 309, 305 Sout Church Street in Hazleton. Their hours of operation are Monday through Saturday from 10 am to 9 pm and Sunday from 10 am to 5 pm.

They are a Glass Gallery Shop offering Water Pipe's, Glass Hookah's, Vaporizer, Vape's, Rolling Paper & Hemp Wraps and more.

Pictured in the ceremony from left to right is Liz Tolan, The Printmark Group; Dan Gudysh, Greater Hazleton Chamber of Commerce; Chris Pavlick representing State Representative Tarah Toohil; Diana Ferrera, owner's sister in law; Angie Castaneda, owners niece; Mildred Salazar, co-owner; Silvester Salazar, owner; Ana Salazar, owners wife; Angela Moreno, owners mother; and Alfonso Moreno, owners uncle.

Community Bank, N.A.



A ribbon cutting ceremony took place for the newest branch of Community Bank, N.A., which is located at 30 S. Church Street in Downtown Hazleton.

Pictured front row from the left is Dan Gudysh, Chamber Membership Director; Lew Dryfoos III, OneGroup Dryfoos Insurance who is an affiliate of Community Bank, N.A.; Yisell Fernandez, Helen Leon, Rosa Gonzalez, Carolina Tavera and Jenny Alcantara, Bank Tellers; Emmanuel Marte, Branch Manager; Carol Duran, Branch Supervisor; Allison Keegan representing the City of Hazleton; Karlee Kress, representing State Senator John Yudichak; Chris Pavlick, representing State Representative Tarah Toohil; Donna Barna, Chamber Board Chair from Billig Helmes Insurance and Paul Baynum, Vice President. Back row from the left is David Dobbs, Alison Zurawski, and Bob Cirko, all from Community Bank, N.A.

Cabinet in Your Community



The Chamber participated in the Cabinet in Your Community in November. Three representatives of the Governors cabinet were in attendance, the Secretary of Education Pedro Rivera; Acting Secretary of Labor and Industry Jerry Oleksiak and Secretary of Community and Economic Development Dennis M. Davon. The event provided an update on state projects and great opportunity for question and answers from community leaders across NEPA. The event was hosted by Luzerne County Community College in Nanticoke.

Eros Cafe



A ribbon cutting ceremony was held to honor the opening of Eros Café, which is located at 41 East Diamond Avenue in Hazleton. They are open for breakfast, lunch and dinner.

Pictured from the left is Dan Gudysh, Chamber Membership Director; Wilson Guarnera, Intern for US Congressman Lou Barletta; Maria and Jose Mateo, Eros Cafe Owners; Raquel Mateo, Owners Sister; Allison Keegan, representing the City of Hazleton; Tyler Breznitsky, representing US Congressman Lou Barletta; CPL Mcalarney, City of Hazleton Police Department and Amilcar Arroyo, El Mensajero International.

Small Business Development Center



Lucy Singer is a Business Consultant with the Wilkes University Small Business Development Center. She holds an MBA with a concentration in Human Resources, from Misericordia University. Prior to joining the SBDC, she was an Assistant Vice President for 17 years in the Retail Banking Division of FNCB Bank.

Working with clients from the Hazleton area and Carbon County, Lucy provides education and no-cost consulting services to entrepreneurs and small business owners. Working in confidential sessions, entrepreneurs can receive assistance with a range of business issues including testing a new business proposition, shaping a business plan, and investigating funding opportunities.

Red Carpet Breakfast



The November Red Carpet Breakfast program as hosted and sponsored by the **Keystone Job Corps Center** in Drums. Our guest speaker, pictured center was State Representative Gerald "Jerry" Mullery.

Pictured along with Keystone Job Corps students Marte Johnson and Queen Eure-Bethea. State Representative Mullery provided a legislative update impacting Pennsylvania's 119th Legislative District.

Networking Mixers



Two mixers recently took place for our Chamber membership, their employees & guests.

The **Comfort Inn & Suites - Barnesville/Frackville** hosted a mixer in mid-November.

And **Fyzical Therapy & Balance Center at Hazleton** hosted a mixer in mid-December. Thank you to all who attended and to both businesses for hosting!



Women's Luncheon



A women's networking luncheon took place in late November at **The TAP at Humboldt**. The event was sponsored by **M&T Bank**. Molly Sweeney, MS, RDN, LDN, Outpatient Nutrition from **Lehigh Valley Hospital - Hazleton** presented on Staying Fit Over the Holiday Season.

Pictured in the photo from the left is Nina Bonus, DBi Services, Chambr Women's Luncheon Committee Chair; Molly Sweeney, MS, RDN, LDN, Outpatient Nutrition at Lehigh Valley Hospital – Hazleton and event speaker; Lisa Marie Halecky, Lehigh Valley Hospital – Hazleton and Kim McNulty, MMI Preparatory School, both Chamber Women's Luncheon Committee members; Joan Buffington and Carolyn Boone from M&T Bank, event sponsor; Anne Frey, DBi Services and AJ Onuschak, Top of the 80's, both Chamber Women's Networking Committee members.



Being Engaged Seminar

Chamber members attended a seminar **Highmark Blue Cross Blue Shield** sponsored in November, which was presented by Mark Evans. The seminar was entitled Be More Engaged at Home, Work & Community. The program covered Team Building, Cultural Diversity, Giving Back to Your Community, Better Communications at Work, Work Life Balance, Smell Memories and Distractive Driving.