



JUNE 2018

CHAMBER CHATTER

The Official Newsletter of the Greene County Chamber of Commerce

Phone: (724) 627-5926 | Fax: (724) 627-8017

Email: info@greenechamber.org

www.greenechamber.org

June General Membership Networking Luncheon

Wednesday, June 27th, 2018

11:30 a.m. - 1:00 p.m.

Waynesburg University Benedum Dining Hall

\$15 per person

Menu: Assorted Mini Croissant Sandwiches :Gourmet Chicken Salad, Roast Beef and Cheddar, Ham and Swiss, Broccoli Salad, Macaroni Salad, Fruit Salad, Home Style Ranch Chips, Assorted Cupcakes, Iced Tea and Water

Sponsored by:



RSVP by Friday, June 22 to 724-627-5926 or info@greenechamber.org

2018 Chamber Scholarships Presented

The Chamber's Educational Scholarship Fund presented the 28th annual scholarship, in the amount of \$1,500 to Aubree Ferek of Carmichaels. In addition, John Frownfelter, owner of PCsquared, donated a fully loaded laptop. Eighteen year old Aubree plans to attend Slippery Rock University to pursue a degree in Exercise Science/Pre-Physician Assistant Program.

The Chamber also presented the first "Dr. Nancy I. Davis Memorial Leadership Scholarship" to Matthew P. Komula of Rices Landing. Matthew is employed by the Trinity Area School District and is a 1992 graduate of Duquesne University and a 2009 graduate of the University of Phoenix. He is currently enrolled at Kent State University

seeking his Master of Music, Music Education degree.

Aubree and Matthew, along with their families were special guests of the Chamber at the May General Membership Meeting and were presented their scholarship.



Annual Chamber Golf Outing

The Annual Golf Outing was held on May 18th at the Greene County Country Club. This event is always a great time full of networking, good food, prizes and fun! The weather cooperated as 16 teams participated in this benefit event which helps the Chamber complete its program of work each year. We thank everyone who participated in this year's event!

We would like to say thank you to our major sponsors:

Luncheon Sponsor - First Federal Savings & Loan Association

Snack Sponsor – Washington Health System Greene

At the Turn Sponsor – Community Bank

Beverage Sponsor – Hampton Inn Waynesburg

Breakfast Sponsor – Pam Snyder State Representative

Sign Sponsor – Rhodes & Hammers Printing

Skill Prize Sponsor - First National Bank of PA

Country Kitchen Catering

Aladdin Food Services

Northwood Realty Services-Keith Herrington

EQT REC Center

Edward Jones Tom Fetsko

McCracken Pharmacy

Baily Insurance/Coldwell Banker

Waynesburg VFW Post #4793,

Auxiliary & Cooties

ChamberChoice

Donnelly-Boland

Waynesburg Health Care & Rehab Center

Guardian Home Health

Ron Lewis Chrysler, Jeep and Dodge, LLC

For a complete list of all donors, teams, players and winners in addition to more photos, please visit the Chamber's Facebook page.

Congratulations to our Skill Prize Winners:

Close to Line Men: Richard Bell -Bell's Wholesale

Longest Drive Men: Lanny Frattare –

Waynesburg University

Close to Pin Men: John Ireland – Washington Health System Greene

Close to Line Women: Becky Salosky

Longest Drive Women: Becky Salosky

Close to Pin Women: Becky Salosky

Putting Contest Winner: Rob Anders – Observer Reporter

Congratulations to our Team Winners!



First Place: MR Structures



Second Place: Waynesburg University



Third Place: Greene County Country Club

May General Membership Networking Luncheon

The May General Membership Networking Luncheon was held last month at the Benedum Dining Hall at Waynesburg University. Guests were treated to a delicious meal by Aladdin Food Service and a very informative presentation by our sponsor, the **RSVP program of Blueprints**.

Become apart of RSVP

Make a difference in your community by volunteering your time and talents. Blueprints is recruiting adults aged **55 and over** for RSVP, a part of Senior Corps, to volunteer a few hours each week to help neighbors throughout Greene County. RSVP volunteers enjoy many benefits including mileage reimbursements; supplemental accident insurance; recognition events; flexible placements; and the satisfaction of making a difference in the community. Current volunteer opportunities are Head Start mentors, telephone reassurance callers, and Home Delivered Meal drivers. More opportunities will be coming in the future.



Guests enjoyed a great afternoon of networking and delicious food!



Aubree Ferek was presented the 28th Annual Chamber Scholarship



Jill Peth-RSVP Program Coordinator, Jeff McCracken-Chamber President and Rianna Murphy-RSVP Volunteer



Matthew P. Komula was presented the Dr. Nancy I. Davis Memorial Leadership Scholarship

Welcome New Member!

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Dilliner, Pa 15327

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Cell: 412-738-4233

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info@pghpetconnections.com

cmad719@verizon.net

Publishing/ Media/ Expos

Member Updates

New Address

Specialty Herbal

470 East High Street, Suite 3

Waynesburg, Pa 15370

New Website

Greene County United Way

www.greenecountyunitedway.org

Welcome New Board of Director Members

At the May General Membership Networking Luncheon five new Board of Directors members were elected.

Welcome to:

Andrew Behm

McCracken's Pharmacy

Barbara Wise

Individual Member

Candace Tustin

Corner Cupboard Food Bank

Sheila Stewart

First National Bank of Pa

Lena Galing

Lippencott Alpacas

Join Us!



SUMMER JIVE

Chamber Business After Hours

Thursday, July 12, 2018

4:30—7:00 p.m.

Greene County Country Club

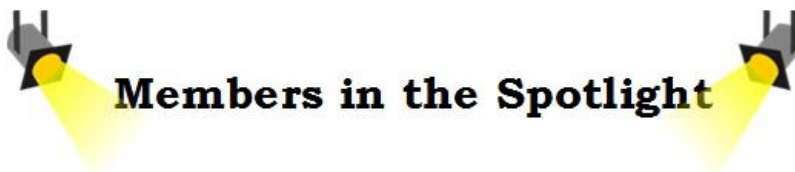
Bring the family!

Under 12 Free

FOOD—FUN—SWIMMING

BRING YOUR BUSINESS CARDS

Please RSVP by July 9 to
724-627-5926 or
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Members in the Spotlight

Washington Health System Earns HAP Achievement Award



WASHINGTON HEALTH SYSTEM

Washington Health System (WHS) earned an Achievement Award from The Hospital and Healthsystem Association of Pennsylvania (HAP) for its outstanding efforts to improve health care in Pennsylvania.

Each year HAP recognizes hospitals from around the state that develop “innovative programs to improve the quality of care, patient experience and technology to meet the needs of the communities that they serve.” Recognition is provided through its esteemed Achievement Awards Program, which began in 1978.

Washington Health System was chosen as one of three winners in the “Excellence in Care” category for our program: Ambulatory Heart Failure: Pathway to a Better Life. Winners were also chosen in the categories of Community Champions, Optimal Operations, In Safe Hands, and Living the Vision. Altogether there were 12 winners, including WHS, from among 91 entries. Entries were evaluated by a 16-judge panel. The panelists, drawn from Pennsylvania and across the nation, represented the public and private sectors, business organizations, consumer groups and renowned health care quality institutes.

WHS’ Ambulatory Heart Failure Pathway was developed by a multidisciplinary team approximately two years ago. The team was led by WHS Cardiovascular Care physician Dr. Jim Richardson and by Maureen Smith, RN, director of clinical integration for the Washington Physician Hospital Organization (WPHO). The goal of the program is to help each patient follow best medical care practices for their disease, thereby improving the patient’s quality of life by keeping the patient out of the hospital.

“It truly takes a team to accomplish this kind of result, said Gary Weinstein, President and CEO of WHS. Our team includes our WPHO, our cardiology practices, our nephrology physicians, our primary care practices, our outpatient observation unit, our Emergency Department, our inpatient units, our

pharmacy, Dr. Paul Cullen, our Information Systems team and many others, who have contributed to the ongoing success of this program. My thanks to everyone on our team.”

HAP President and CEO Andy Carter said “A hospital’s work extends far beyond the four walls of its building. These facilities constantly are working to find ways to lift up their communities and revolutionize health care in Pennsylvania. This year’s HAP Achievement Award recipients represent the cutting edge of hospital innovation. We congratulate the winners and thank all of the hospitals that submitted entries.”





Thanks to Shelly Brown of Direct Results for our new front window decal. We love it!



Welcome to our summer staff!

You may be encountering these ladies soon.

Pictured L-R

Claire Kreider

Summer Intern for Membership Recruitment

Kiersten Dennison

Clerical Southwest Training Student

Eleanor Chapman

Office and Event Assistant

First Federal
savings and loan association
of GREENE COUNTY

Serving Greene County for 94 Years

Waynesburg Office 25 East High Street	Carmichaels Office 101 West George Street
Waynesburg Drive-Thru Routes 19 & 21	Mt. Morris Office 101 Locust Avenue Ext.

www.firstfederalofgreene.com

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**Washington Health
System Greene
New MRI Unit**

whs.org/greene

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Dr. Jason Cozart



Dr. Cozart of the Pennsylvania Chiropractic and Rehab Center

5th Annual

Motor Madness

Benefit Car Show

Door Prizes,
50-50- Raffle,
Chinese Auction

Proceeds benefit the
**Greene County
Chamber of Commerce**

Saturday, June 23rd
Waynesburg Central High School
\$10 Registration 10:00am-12:00pm
Awards 3:00pm

Cars and
Trucks!
All makes and
models
welcome!



For more information,
call 724-627-5926

Best in Show

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President's
Choice

Top 20
Awards

20 Specialty
Trophies

Dash Plaques to
the first 100

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Stand featuring
**"Jimmie's
Lunch" Hot
Dogs!**



Featuring WANB
Radio's **Doug Wilson**
"The Greaser"
playing all your favorite
car tunes!

Show Location: Waynesburg Central High School
30 Zimmerman Drive, Waynesburg, Pa 15370

VISIT GREENE
www.VisitGreene.org

Central Greene School District and the Greene County Chamber
of Commerce are not responsible for any accidents or injuries.



The Greene County Chamber of Commerce took over the organization of the Annual Motor Madness Car Show which had been put together by the Mason-Dixon Crew in 2017. The show is held annually at the Waynesburg Central High School and usually attracts about 100 cars from three states and a good number of local spectators who come to see the show and enjoy the historically famous "Jimmie's Lunch" hot dogs.

The Chamber is seeking members to support this fund raising project by becoming a sponsor and promoting your business in the process. We hope that you will join the fun and excitement of this new event!

All sponsors will receive:

- * Recognition in the Chamber newsletter, on the Chamber eBlast, and our Facebook page
- * Recognition on the Thank You brochure included in each participant registration packet
- * Listing on thank you banner and table signs at the event
- * Recognition by announcements throughout the day

Full Throttle - \$1,000 – Only one is available - SOLD - THANK YOU TOMMY HOMES!

- * Large Logo on 3,000 event promotional flyers distributed in multiple counties in PA & WV
- * Customized award to the car of your choice, you attend, pick a winner and present award during the awards ceremony. *If you are unable to attend, we will pick a car for you.*
- * Two free car registrations to the event
- * Logo on 100 dash plaques
- * Complimentary food and drink

Super Charged - \$500 – will also receive

- * Customized award to the car of your choice, you attend, pick a winner and present award during the awards ceremony. *If you are unable to attend, we will pick a car for you.*
- * Two free car registrations to the event
- * Complimentary food and drink

Gear Head - \$200 – will also receive

- * Customized award to the car of your choice, you attend, pick a winner and present award during the awards ceremony. *If you are unable to attend, we will pick a car for you.*
- * One free car registration to the event

Piston Pusher Trophy Sponsor - \$100 – will also receive

- * Your choice of one of the following trophies: Best In Show, Best In Show Veteran Owned or President's Choice (winners will be selected by a panel of qualified judges)
- * Your company name will appear on the trophy

Burn Out Trophy Sponsor - \$50 – will also receive

- * Your choice of one of the following trophies: Best Ford, Best GM, Best Chrysler, Best Import, Best Truck, Best Mustang, Best Jeep, Best Engine, Best Paint, Best Interior, Kids Choice, Best Commercial, Best Emergency. (winners will be selected by a panel of qualified judges)
- * Your company name will appear on the trophy if reserved by the June 1st manufacturing deadline

Chinese Auction Item

- * Company name will appear on item tag during the auction
- * Company name will be announced during the prize drawings

Door Prize Item

- * Company name will be announced during the prize drawings

In-Kind Donations – All in-kind donations will be acknowledged at the level that matches the value of the donation

To promote your business with a sponsorship in this event please contact:
Chamber of Commerce, 3157 Mt. Morris Road, #103, Waynesburg, PA 15370
Call 724-627-5926 or email info@greenechamber.org



Greene County Chamber of Commerce's

Women in Business Breakfast

Friday, August 3, 2018

Waynesburg University Benedum Dining Hall

\$20 per person

8:00-8:30 am.....Registration & Breakfast

8:30-9:30 am.....Program

9:30-10:00 am.....Networking Activity

****Bring several Business Cards****

Keynote Speaker:
Mary Cumings,

*Senior Vice President of Graduate
Programs at Waynesburg
University and recipient of the
Pittsburgh Business Times Women
of Influence Award*

The WIBB encourages aspiring and successful **WOMEN** professionals and entrepreneurs in various fields to meet, learn, and inspire each other. Our goal is to *empower, inspire, and improve* the lives of women by providing the tools, knowledge, and network to help women expand their leadership potential.

**Come build your network
and get inspired!**

**RSVP by Friday, July 27 to
724-627-5926 or info@greenechamber.org**





Available Sponsorship Packages

Platinum Sponsor - \$1,000 - SOLD, Senior Life!

- ♦ A table of eight reservations for the breakfast
- ♦ Napkin wraps for the event featuring your logo
- ♦ Logo at the top of the sponsor thank you banner at the event
- ♦ Logo on the event invitation as the event sponsor
- ♦ Logo and/or Company name on all advertising for the event on the Chamber's website, Facebook page, monthly newsletter and weekly eBlasts
- ♦ Up to five minutes at the podium to speak about your business
- ♦ The opportunity to introduce the event keynote speaker

Gold Sponsor - \$500

- ♦ Four reservations for the breakfast
- ♦ Logo on the sponsor thank you banner at the event
- ♦ Logo and/or Company name on all advertising for the event on the Chamber's website, Facebook page, monthly newsletter and weekly eBlasts

Silver Sponsor - \$250

- ♦ Two reservation for the breakfast
- ♦ Logo on the sponsor thank you banner at the event
- ♦ Logo and/or Company name on all advertising for the event on the Chamber's website, Facebook page, monthly newsletter and weekly eBlasts

Bronze Sponsor - \$100

- ♦ One reservation for the breakfast
- ♦ Logo on the sponsor thank you banner at the event
- ♦ Logo and/or Company name on all advertising for the event on the Chamber's website, Facebook page, monthly newsletter and weekly eBlasts

*If your business or organization would like to sponsor the Women in Business Breakfast,
please contact the Greene County Chamber of Commerce at*

724-627-5926 or info@greenechamber.org



FLAGS FOR HEROES

*Sponsor a Flag in Memory/Honor of your Hero
Displayed at the Greene County Fairgrounds
The week of July 4th*

Individual Sponsor

____ \$50 ea. Acknowledgement on the website: www.rotaryclubofwaynesburg.org
Honor 1 Hero and list name below.



Corporate Sponsor

____ \$100 Acknowledgement on the website: www.rotaryclubofwaynesburg.org
Honor 2 Heroes and list names below.

____ \$250 Acknowledgement on the website: www.rotaryclubofwaynesburg.org
Company name will be listed on banner displayed at the Greene County Fair Grounds.
Honor 4 Heroes and list names below. (Deadline for print on banner is Friday, June 15th)

____ \$500 Acknowledgement on the website: www.rotaryclubofwaynesburg.org
Company name will be listed on banner displayed at the Greene County Fair Grounds.
Two representatives will be invited as guests to a Rotary Luncheon.
Honor 6 Heroes and list names below. (Deadline for print on banner is Friday, June 15th)

____ Total Amount Enclosed ____ Please Invoice

Name of Hero(es) - Please Print

_____	_____
_____	_____
_____	_____

Name _____ Company _____

Address _____

Email _____ Phone _____

Proceeds to benefit local heroes, organizations and individuals who are working to make our communities
a better place to live and to improve the lives of those who call Greene County Home.

Make checks payable to: Rotary Club of Waynesburg, PO Box 290, Waynesburg, PA 15370

For more information visit our website at: www.rotaryclubofwaynesburg.org
or call Rotarian Barb Wise at: 724-255-5975



Sellers Name: _____



WASHINGTON HEALTH SYSTEM Greene

About our Improvements

Over the last two years, WHS Greene has made significant improvements to our facility, technology and patient care procedures. We've invested over \$4 million to make improvements to the physical facility in the form of renovations, new furniture and safety improvements and more. We've also adopted new technology like brand new MRI, Electronic Health Records, electronic test results and virtual visits. WHS Greene also has expanded service offerings like UPMC Telestroke, outpatient pulmonary, oncology, wound care, as well as foot and ankle care. We're also working on integrating an efficient new online scheduling and self-check-in system.



WHS Greene will continue to make changes to provide great patient care to the residents of Greene County.



EMERGENCY DEPARTMENT

We've made several changes to the Emergency Department which result in a more efficient and less stressful ER experience. We renovated the unit and converted the curtain cubicles into all private patient rooms. Now, we also perform a bedside triage and registration which has improved throughput and decreased wait times. We're also proud to integrate UPMC Telestroke, making the diagnosis and treatment of strokes more efficient, resulting in lifesaving interventions.



Be energy confident

We answer complex energy questions and chart the best course in today's fast-moving world. Our comprehensive energy solutions deliver results.

Kinect Energy's mission is to be your long term preferred energy manager providing best in class services to commercial, industrial and institutional clients. We architect strategies to help our clients consume less and save more on energy, reflecting their individual objectives and risk tolerances.

Our professional advisors consult on risk management, procurement, logistics, wholesale power, on-site power generation, infrastructure development, sustainability programs, data management, energy consulting, natural gas and electric services, regulatory services and a full suite of fuel products.



Our solutions

We combine big data with intelligent analysis to deliver powerful energy solutions. Our certified energy consultants are focused on achieving your energy goals to increase efficiencies, enhance sustainability, and decrease costs.

The Kinect Energy offer

- ▼ Trusted energy advice based on decades of experience
- ▼ Custom energy strategies designed to meet your objectives
- ▼ Local market solutions supported by a global presence
- ▼ Examine and offer recommendations for your entire fuel portfolio
- ▼ Global supplier of energy services
- ▼ Measure results, ensuring value for your energy spend

ABOUT KINECT ENERGY GROUP

- ▼ Nearly 30 years of energy management experience
- ▼ Kinect Energy Group's parent company is World Fuel Services, a Fortune 100 corporation
- ▼ 95% client retention rate
- ▼ Offices and coverage around the globe
- ▼ Specializing in natural gas, electricity, LNG and alternate fuels



RELIABLE ENERGY SUPPLY

Secure your energy supply with effective sourcing strategies

- Competitive procurement
- Reliable delivery
- 24/7/365 operations
- Tariff analysis
- Alternate fuel economic analysis
- Natural gas, electricity, biogas, LNG



ACHIEVE SUSTAINABILITY

Decrease carbon use and save resources

- Baseline evaluations
- Renewables assessment
- Carbon reporting
- Corporate sustainability strategy
- Carbon mitigation
- Distributed Energy Resources (DER)



PREDICTABLE ENERGY COSTS

Reduce the impact of volatility on your organization

- Mitigate risk
- Manage to projected budgets
- Lower administrative costs
- Make informed hedging decisions
- Integration with physical procurement
- Financial and physical structured products



EXPERT ENERGY CONSULTING

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- Pipeline bypass and connections
- CHP evaluations
- Wholesale power evaluation
- Downstream distribution services
- Facility assessments
- Operational conservation programs



DATA DRIVEN INSIGHTS

Capture, analyze and manage data to be more operationally efficient

- Reporting – standard and customized
- Auditing
- Invoice processing
- Kinect on-line client website
- Consolidated invoice generation



REGULATORY MONITORING

Monitor regulatory changes that may impact costs

- Rate case intervention support
- Cost allocation and rate design analysis
- Cost of service analysis
- Settlement negotiations
- Revenue sufficiency studies
- State and Federal monitoring

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Educational institutions face unique challenges regarding energy management because of their geographic layout, differential age of facilities, large energy usage and the need for accurate forecasting and budgeting to manage energy spend.

The University of Minnesota joined the Kinect Energy Group University Program more than 5 years ago, and has recognized savings of over \$1 million dollars with their procurement services.

The University Energy Management Program from Kinect Energy specializes in managing the complexities of energy supply, delivery, consumption, price risk, data management and reporting. The Program offers competitive energy management solutions that meet each university's operational, financial and risk tolerance requirements and helps schools control the impact of energy spend and variable market conditions.

Benefits of the Kinect Energy University Program

A customized energy plan for each university is developed based on their energy needs. The plan reviews current and historical energy usage, facility requirements, current energy contracts and sustainability objectives. Recommendations are made after collecting and analyzing data. Benefits include:

- ▼ Mitigation of price volatility through the development and management of a comprehensive risk plan
- ▼ Procurement of natural gas and electric supply from a competitive base of qualified vendors, thereby reducing energy spend
- ▼ Reliable and accurate data management saves time and money
- ▼ Strategic short and long term planning produces supply and price predictability

+125%

Universities utilizing Kinect consulting services to explore CHP, on- or off-site solar options, etc.

-10%

Average energy cost decrease for universities

+25%

Universities clients adding sustainability services to meet carbon goals



KINECT ENERGY CORE SUBJECTS

Strategic Energy Procurement

- ▼ Energy Hedging Services
- ▼ Invoice Auditing
- ▼ Regulated Intervention
- ▼ Risk Management

Plant Optimization Services

- ▼ Wholesale Electricity Desk
- ▼ Real-time Market Optimization
- ▼ Natural Gas Scheduling & Balancing

Sustainability Services

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- ▼ Renewable Energy Procurement
- ▼ CHP Studies

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**UNIVERSITIES ARE FACING MORE
PRESSURE THAN EVER TO IMPROVE
THEIR TRIPLE BOTTOM LINE**

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your energy and environmental goals.
Contact us for more information.**

