



May 2020

CHAMBER CHATTER

*The Official Newsletter of the
Greene County Chamber of Commerce*

Phone: (724) 627-5926
Email: info@greenechamber.org
www.greenechamber.org

**This issue
brought to you by:**



**WAYNESBURG
HEALTHCARE &
REHABILITATION**

A Letter From the Director - Re-Inventing Greene

In the past month, your Chamber has continued to focus on assisting our member businesses as we navigate the pandemic quarantine together. Our goal is to continue to be a trusted resource for you for information that is relevant to our members and the Greene County community. We are also continuing to share webinar opportunities that may make your transition back to work easier and more informed.

As we move into the yellow and green phases, we will be here to help you promote your business in any way possible. Our website and both of our Facebook pages continue to have a broad appeal and our eBlasts and eNewsletters also have a considerable reach. Please be sure to keep us in the loop so that we can help you spread the word.

I have noticed that many of you have re-invented yourselves to be able to continue to operate, just in a new way. Many of you are now using curb-side pickup, expanding your offerings, or decreasing them with a specific focus, offering specials, ability to pre-order, etc. So please, let us know what you have done to re-invent your business during this time. And, what your plans are as we move forward. Again, this is what we can do for you so do not forget to let us know.

We all realize that how each of us will operate moving forward, will not be the same way we operated in the past. But think back to 9/11, that changed our country in many ways that we now consider common place. And the changes that are ahead of us will become common place in time as well. Our "new normal" work environment will need to be a safe one for our employees, suppliers, and our customers. It will affect how we interact with co-workers and customers, handle foot traffic in and out of our offices and businesses, etc. A big impact to the Chamber has been that we have had to cancel 13 events/gatherings that was on our schedule from the end of March through the end of June. And at this time, we can not even begin to think about rescheduling them in the same format that they once were. Digital meetings and gatherings will most likely become the new normal for a lot of us.

But the bottom line is that we must act in a safe and responsible manner as we begin this process. It will not be easy for most of us to change and re-invent processes. Many of our members are offering products and services to be able to help each other through this process. So, I encourage all of you, to please, consider shopping local first for anything that you need. If it is something that you already purchase from outside the county that you can also purchase from a business within the county, make the switch. Now is the time for all of us to work together to take care of and support each other so that when this is over, Greene County stands strong. We can do this!

SHOP GREENE SHOP LOCAL

Support Local Everything!



Follow us on Facebook! [Greene County Pa Chamber of Commerce](https://www.facebook.com/greenechamber) and [Greene County Chamber Business Updates](https://www.facebook.com/greenechamberbusinessupdates)

COVID-19 Business Recovery Resources

COVID-19 Recovery Phase:

As businesses start to re-open, there are several new things to consider to protect your employees, customers and clients. Resources for businesses are starting to surface to help you in this recovery phase.

Navigating the Road to Recovery

This document reviews ways that the Chamber can help your business navigate the road to economic recovery after a global pandemic. [Click here to view document.](#)

Verizon Wireless Business Solutions

Verizon Wireless is here to help your business through COVID-19. [Click here to see how they can help.](#)

Re-Opening Marketing Materials

As our businesses begin to reopen, Direct Results is here and ready to help! They can quickly handle your business's marketing needs in this unprecedented time of change. Whether it's signs to say you're open, banners to show your appreciation, new take-out menus, or a digital campaign to set yourself up for growth, they want to help fellow small businesses survive right now, so that we can thrive together when this challenge passes. Curbside pick-up and no contact delivery are available. Please contact Direct Results if there is something that they can do to support you and your business. [Click here for more information.](#)

Protective Barriers for your Business Now Available

As you prepare your business for reopening, you might be thinking of ways to protect your employees and your customers. Direct Results has you covered offering barriers and partitions to help protect everyone from virus-containing droplets. Options include: [Protective Counter Barrier](#), [Workplace Partitions](#), [Vinyl Wall Barrier](#). Call Direct Results for more information at 724-627-2040.

Retail Industry Leaders Association's Guide for Business Re-Opening

Open for Business - A Blueprint for Shopping Safe: [Click here to view guide.](#)

Template for Responsible Re-Entry

What does the new normal look like? Responsible Re-entry for a business should be as personalized as your mission statement, your culture, your work force and the type or size of your business will be considerations when writing a re-entry plan and when determining when to move on to the next phase. [Use this guide to help create a re-entry plan for your business.](#)

Energy Savings with World Kinect

Now more than ever, businesses are trying to save money. Remember as a Chamber member, you receive this great benefit with World Kinect Energy Services. [Click here for more information.](#) (See flyers attached)

My Benefit Advisor Solutions during COVID-19



As the country continues to be impacted by the COVID-19 outbreak, employers and their employees have many questions on the potential impact. The following website is a hub for important client communication on the resources available to help you answer those questions. [Click here for to view.](#)

For a full listing of all available resources, visit COVID-19 Resources pages on our website: [COVID-19 Business Resources](#) and [COVID-19 Recovery Phase Resources](#). These pages are updated daily as new information is available to help you and your business.

Chamber Champions Needed

The Chamber is in the same situation of many of our members. We operate solely through our membership dues income and event revenue. We do not receive any tax dollars or are we eligible for any grant funding. This includes the Federal Payroll Protection Program. While we are hopeful that our efforts along with other Chambers across the country, will result in Chambers being included in round #4 of the stimulus packages, there is no guarantee that we will be able to beat the rush and get approved before funds run out. At present, we have been reduced to very little income at this time and staff has been reduced to one employee in order to conserve funds but still deliver services.

So if any member would be inclined to make a contribution of any amount to help our office continue to provide services and be here when we are needed most, we would be so very appreciative. Contributions can be mailed to us at the office address, 3157 Mt. Morris Road, #103, Waynesburg, Pa 15370 or by credit card at 724-627-5926. All donors will be recognized on all of our media sources as "Chamber Champions". We thank you in advance for your considerations.



Chamber Scholarship Program



With the Coronavirus interruptions, we have all been experiencing, we have had to make several changes to our events and deadlines, including our scholarship. After extending the Annual Chamber

Scholarship deadline to accomodate applicants to gather the appropriate materials, we also have to postpone the announcement of the winners. Due to delays caused by mail forwarding, we want to make sure all who applied for the scholarships were considered. Applications have been sent to the judges and will be reviewed. Winners of each scholarship will be annouced soon and will appear in the June issue of the Chamber Chatter.

Welcome New Members!

Mount Morris Tire Service, Inc.

Mr. Michael Holbert, Owner
Mailing: PO Box 86
Physical: 136 Bald Hill Church Road
Mt. Morris, Pa 15349
Phone/Fax: 724-324-2200
Cell: 724-998-1903
mike@mtmorristire.com
Tire Services



Pittsburgh Job Corps

Ms. Carrie Nolan, Business
Community Liaison
7175 Highland Drive
Pittsburgh, Pa 15206
Office: 412-441-8700
Cell: 412-475-7820
nolan.carrie@jobcorps.org
Education & Training



Greene County Chamber Included in Post Gazette Article

**Pittsburgh
Post-Gazette®**

The Chamber's
Executive Director,
Melody Longstreth was
quoted in an article by
the Pittsburgh Post
Gazette regarding

Chambers helping businesses access funding during the COVID-19 pandemic. Funding was available for businesses and non-profits including 501 (c)(3) and 501 (c)(19) organizations. However, lawmakers left out other non-profits like chambers, which are formed under 501(c)(6).

Melody stated in the article, *"(Our) bank account keeps dwindling, but requests for help go up. Not being able to access funding that we're helping businesses get is ironic. It's very frustrating that the powers in DC seem to think all chambers are lobbying organizations. We're the grassroots. We're not lobbying for changes in Harrisburg and DC. We're here to serve businesses."*

[Click here to read the full article.](#)

Masks for Greene County Project

Article & Photos Courtesy of the GreeneScene Magazine.

MASKS FOR GREENE COUNTY



Hilltop Packs
backpacking & hiking gear



Thank You To All The
Many Volunteers Involved
Across Our Community!

Waynesburg resident Ben McMillen isn't letting the COVID-19 shutdown stop him from staying busy and serving his community. Ben operates two small businesses in Greene County – McMillen Photography and Hilltop Packs, which produces ultralight backpacking equipment. When his photography business was affected by the shutdown and sales from the backpacking company dropped by 80%, Ben suddenly had a lot of available time on his hands. Instead of taking the time off to ride out the closures and limitations, Ben saw a need in the community that he could meet, thanks to his

equipment at Hilltop Packs: producing reusable masks.

At first, it was just Ben and his family involved in the Masks for Greene County PA project. The family owns five sewing machines and they quickly got to work producing masks. But within just a few days, the workload demanded more than they could deliver. "It was clear that we would need more volunteers," Ben says. "We now have well over 20 people producing masks."

Volunteers not involved in producing the masks have also jumped in to donate materials, sewing machines, monetary donations, and delivery drivers so that the project could continue moving forward as the need for masks increased, especially once the CDC announced that everyone should wear masks to protect others.

Among the more than 70 people and business owners who have donated, Waynesburg business Direct Results has repurposed their embroidery machines to assist in producing masks for Greene County. "We're thrilled to be able to assist Ben McMillen and Hilltop Packs to provide this service to our community," says Pam Marisa of Direct Results.



Masks are not N95 or medical grade but are dual layer cotton masks. Masks are free. *You can help too!* Two ways you can help: You can sew or provide materials, including 100% cotton fabric, quality thread and elastic cord. For more information on requests or volunteering, visit www.hilltoppacks.com

#GreenesGreatestHeroes

Help us recognize those in our community that are doing their part to keep us all safe and supplied. We'll be featuring these hometown heroes in our June issue of GreeneScene Magazine and on social media.

We're looking for stories for those essential workers right on the frontlines - healthcare professionals, first responders, retail workers, gas station attendants, postal workers and others like them. Share these stories with the GreeneScene by calling 724-627-2040, emailing info@greenescenemagazine.com, sending them via Facebook, tagging the stories through Facebook or instagram with [#GreenesGreatestHeroes](https://www.instagram.com/greenesgreatestheroes) or submitting them through greenescenemagazine.com.

We'll choose 25 lucky heroes to win a "Stand Strong" t-shirt.



GreeneScene
COMMUNITY MAGAZINE

2020 Annual Chamber Golf Outing



Date TBD

Greene County Country Club

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media options, email us today at
wanbradio@gmail.com, message us on the Greene
County Radio Facebook page or call 724- 853-7000.



COMING TOGETHER TO HELP OUR COMMUNITY

During the most difficult times, we sometimes get a chance to make a difference. Our team at Direct Results is practicing social distancing, but we continue to keep our sights on the community that we love! Please consider joining our campaign to Stand Strong against this invisible enemy! Your support will help our small businesses, and a portion of EVERY product sold will go directly to purchase items from other small businesses to make gift baskets that will be distributed to our LOCAL healthcare workers fighting on the front lines of this battle. Let's remember what's really important, as we connect our community businesses to help each other! We're all in this together, and we will STAND STRONG and WIN. <http://drfanwear.com/standstrong/>

TELL YOUR STORY TO GREENESCENE

The upcoming June 2020 Issue of the GreeneScene magazine (published on May 21, 2020) will include a large article on how the COVID19 Crisis has impacted Greene County and how our residents and workers have adapted to this new social environment. The GreeneScene wants to tell the story of heartache and perseverance through the eyes of small businesses and local essential employees in our area.

Any GreeneScene Magazine and Placemat Advertising clients that would like to share their businesses' COVID19 stories, including their challenges, adaptations, successes, and anecdotes, we want to hear from you! We want to see how businesses have maintained themselves during the crisis, as well as what they hope to pursue in the near future and what lessons this crisis has taught them. We'd also love to know if your business has done anything to give back to the community and your customers during this crisis as a gesture of goodwill.

Stories should be limited to 150 words or less, and sent via email to either Danielle@directresults.us or michelle@directresults.us by Monday, May 11 at 5 p.m. Businesses who submit their stories to us will receive two complimentary cloth masks courtesy of our parent company Direct Results.

SUMMER T-SHIRT SALE

Almost everyone has a favorite T-shirt! They're cool, they're comfortable, they're colorful, and they can be captivating! With summer and warm weather quickly approaching, Direct Results is offering an amazing deal for a limited time.

This Summer T-Shirt Sale includes the following:

- Order quantities of 12 or more, pay **ONLY \$5.99** per shirt
- Any color shirt
- Screen printed in up to 2 locations, with up to 3 imprint colors per location
- Free design
- Free screen fees

Don't miss out on this powerful and affordable marketing opportunity! Call Direct Results today at 724-627-2040 to place your order!

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COMMUNITY**



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TO HELP!**



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6 Ways to Prepare to Re-Open

Consider these simple steps to prepare your business to re-open after COVID-19.



1

Build a COVID-19 Plan

Prepare a plan of action. This plan will later be used in marketing efforts to show your customers that you care. Include cleaning & sanitizing schedules, new protocols, safety procedures, social distancing, and options that include both indoor shopping and curbside. Be sure to continue engaging with consumers through social media.



4

Market Your Plan

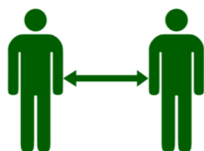
As businesses begin to re-open, consumers will look for those locations who have clearly marketed their COVID-19 safety plan. When you begin to market that your back open, follow it up with your new plan. A well organized plan can even increase business because your customers know that they are entering a safe environment.



2

Social Distancing

By now, you have probably seen stores that have stickers on the floor showing you where to stand, signs that limit the number of entrants, doors marked entry and exit only, workers that are wearing gloves and face masks, and even plastic barriers at counters. You need to consider similar procedures. Figure out what is best for your business and start gathering necessary supplies and signage to accommodate your COVID-19 plan.



5

Respect the Process

The process of re-opening will constantly change as our leaders evaluate the current environment. Just as many people who are ready for business to be open as usual, there are others who will remain overly cautious for quite some time. If you cater your plan to the cautious, consumers will be more open and respect those procedures. The lack of a plan will undoubtedly lose some consumers. The faster you adhere to the safety protocols, the faster you will get



3

Cleaning Schedule

Consumers will notice if your store is clean, organized and safe to enter. Make sure you are rebuilding your cleaning plan and have all the necessary items needed to do so. Build a new schedule and add it to your daily calendar. Make sure your staff is fully aware of the new procedures - have staff meetings before re-opening to review your plan. Build in inspection times and checklists for quality control.



6

Contact the Chamber

We want to help your business re-open! Contact us today so that we can share your plans of re-opening on our Facebook pages and our weekly eBlasts. Email us at info@greenechamber.org with details of your re-opening. *Want to hold a Grand Re-Opening Ribbon Cutting to celebrate? Contact us today to get your date on the calendar!*



Greene County Chamber of Commerce

Phone: 724-627-5926

info@greenechamber.org

www.greenechamber.org

Stay

Connected

*Recovery Communication Plan -
Share your business updates
with your customers!*



Business Info & Hours

Keep your customers informed of changes to your hours of operation:

- Opened or Closed
- Shortened hours

Ensure your contact info is accessible on everything.



New Procedures

Share what your procedures are in regards to sterilization and social distancing.

Are you providing delivery?
Digital office hours?
Curbside pick up?

Ensure your customers know how to continue to purchase your product.



Digital Visibility

Update your website

- Offer Gift Cards
- Specials & Promotions

Use social media for real time updates and sharing unique content.



Think Outside the Box

Create a virtual experience for new and current customers:

- Tutorials/Classes
- Virtual Tours
- Games
- Tips & Tricks
- Happy Hours



How are you Helping?

Share with your customers how you are helping the community and other businesses during this time.

Partner with a non-profit or a school.



Check In

Whether you are open or closed, check in with your staff and regular customers.

Reach out and see how they are doing and remind them that you look forward to seeing them again soon.



PROMOTE YOUR BUSINESS...

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Don't miss out on this opportunity to promote your company in the Chamber's most valuable publication. 600 copies are distributed to Chamber members, new member businesses and the general public. The publication serves as a member directory and a "Welcome to Greene County" that showcases what Greene County has to offer. This full-color, high gloss directory is the "go-to" tool on your desk, providing you with the names, numbers, email and websites for all of the Chamber's 350 member businesses.

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\$250	\$150	\$100	\$450
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X	X	X	X

Business Name: _____

Contact Person: _____

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Please enclose Ad copy (does not need to be camera ready) call us at 724-627-5926 or email: info@greenechamber.org

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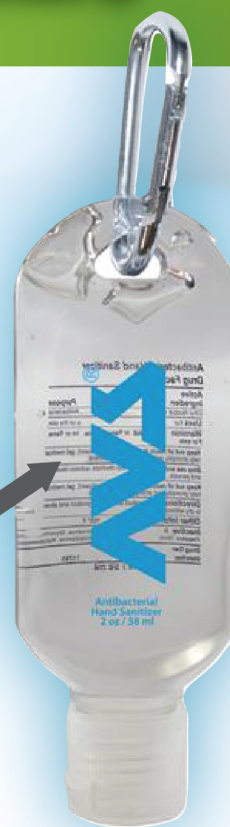
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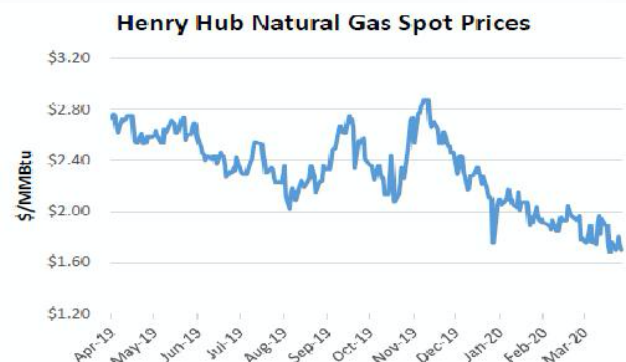
The ChamberChoice Energy Program is an opportunity to work with a personal energy expert free of charge. You get to fully focus on running your business while I analyze your energy bills, compile rates from the industry's best suppliers, and find savings available for your business or organization.

Why Join the Program?

The ChamberChoice Energy program is managed by World Kinect Energy Services. Under the umbrella of World-Fuel Services, a Fortune 100 company, World Kinect has proven to be a reliable consultant since 1985. We presently manage over 15 billion kilowatt hours and work with many notable businesses globally.

Why is Now the Time to Buy Energy?

The price of electricity follows the natural gas market. As you can see from the graph on the right, the price of natural gas has dropped greatly. This is due to a warm winter this past year. Now with Covid-19 the market is more unpredictable than ever. Now is the time to speak with an Energy Advisor!



Who am I?

My name is Loren Martello. I am a Senior Energy Consultant with World Kinect Energy Services and I work with your local Chamber of Commerce to manage your members exclusive energy program. I look forward to supporting you and the Chamber for years to come! Contact me at 412-424-2599 or lmartello@world-kinect.com.

1 Physical Supply

With boots on the ground in four continents, we provide the networks, assets, and expertise to deliver to your sites every gallon, kilowatt, or BTU of energy required to keep your operation running worry-free.

2 Energy Procurement

No more searching for information across your organization. We're your single point of contact for energy data and strategy, identifying and securing the best suppliers for you across the commodity markets.

3 Price Risk Management

We listen first to understand your unique energy price risk tolerance, then advise and supply pricing and hedging strategies to meet your objectives to seize market opportunities or achieve budget certainty.

4 Data Management

Create insights from complexity. Our award-winning portals capture and report on your energy and carbon data. Let us aggregate, standardize, and compare your disparate sources of data – all in one place.

5 Sustainability

Is sustainability rising to the top of your agenda? We build and implement renewable energy strategies that work best for your organization to help you balance your bottom line with your environmental goals.

AN ENERGY PARTNER THAT IS ON YOUR SIDE

World Kinect Energy Services will architect strategies to help clients consume less and save more on energy, reflecting individual objectives and risk tolerances. Additionally, our expert energy consultants deliver sustainability consulting, electric supply evaluations, renewable energy services, carbon management services, VPPAs and assessment of on-site generation options.



PHYSICAL SUPPLY

- Secure (physical) supply operations
- Physical supply hedge
- Load aggregation
- Balancing & nominations
- Market price access
- Transportation/transmission
- Continuity of supply 24/7/365



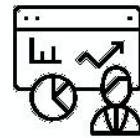
ENERGY PROCUREMENT

- Market index – flex & fixed pricing
- Price optimization
- Market benchmarking
- Contract development (RFPs)
- Load shape analysis
- Sourcing strategy
- Expert brokerage services



PRICE RISK MANAGEMENT

- Price risk hedging strategy
- Daily monitoring of markets
- Market insight & analysis
- Financial & physical hedging
- Risk assessments
- Documented risk plan



DATA MANAGEMENT

- Kinect Online™ – data delivery platform
- Bill validation
- Customized dashboards
- Supplier query & cost recovery
- Energy budgeting
- Global consolidated reporting



SUSTAINABILITY

- Renewable Energy Certificates (RECs) – trackmyelectricity.com
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- On-site generation / CHP
- Virtual Purchase Power Agreements (VPPAs)
- Carbon footprinting
- Electric supply evaluation

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Put Your Business in the Spotlight

with the **GreeneScene**
COMMUNITY MAGAZINE
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The GreeneScene previously offered our "Growing in Greene" business articles twice annually. It was the perfect opportunity to advertise your business and tell your story to our approximately 25,000 readers.

Due to popular demand, we decided to offer this special year-round as a part of our new **BUSINESS SPOTLIGHT**. Any business that chooses to purchase an 1/8 page ad or larger in any issue will receive **one complimentary article** (of the same size) about their business during the year. **You choose the month** you'd like your ad and article combination to run. Photos can run with ads/stories that 1/4 page or larger.

If you choose to sign a six or twelve month contract with a 1/2 page or larger ad size, you can **take advantage of this offer twice a year** in any months you choose. Monthly space is limited in the Business Spotlight, so reserve your spot today.

THIS IS A GREAT OPPORTUNITY TO GIVE YOUR BUSINESS A BOOST!



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FOR MORE INFORMATION: 412-648-1542

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Session registration required.
Prior to the event a link for
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emailed to you.

SELECT A SESSION

8:00-10:30AM

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1:00-3:30PM

REGISTER

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Get connected to contracts & gain access for approval!
UPMC is ready...Are you?

Funding support and resources are provided by the Commonwealth of Pennsylvania through the Department of Community and Economic Development, through a cooperative agreement with the U.S. Small Business Administration, and through support from the University of Pittsburgh. All services are extended to the public on a non-discriminatory basis. Special arrangements for persons with disabilities can be made by calling (412) 648-1542. All opinions, conclusions, or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. SBDC services are not available to individuals or entities that have been debarred or suspended by the federal government. By agreeing to receive assistance from the SBDC you are self-certifying that you are not currently federally debarred or suspended and also agree to cease using SBDC services if you become federally debarred or suspended in the future.

**COUNTY OF GREENE
DEPARTMENT OF
EMERGENCY SERVICES**



55 West Greene Street • Waynesburg, Pennsylvania 15370
PHONE: 724-627-5387 • EMERGENCY: 724-627-4911 • FAX: 724-627-5342
www.co.greene.pa.us

January 2, 2020

To: All Greene County Businesses

From: Greene County Department of Emergency Services

We are in the process of creating a business contact database that pertains to emergency contact information. We would appreciate it if you would fill out the enclosed form and send this information back to us. Please feel free to add any additional information when needed. Thank you in advance for your time in completing this form. This information will be used in the Greene County EMA Office and 911 Center only.

This information will not be given to the public and will only be used when there is an incident or situation involving your business.

Business Name: _____

Address: _____

Email: _____

Phone Number: _____

Fax Number: _____

Business Owner: _____

After hour Contact (Emergencies Only): Please place in the order in which you would like to be called.

1. _____
2. _____
3. _____
4. _____

If you have an alarm system at your business, please provide the company name and phone number below.

Please return completed form to:

**Greene County Department of Emergency Services
55 West Greene Street
Waynesburg, PA. 15370**

CORNERSTONE OF THE KEYSTONE STATE