



June 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:**

Respi Center
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A home where we Live Laugh and Love

THANK YOU CHAMBER CHAMPIONS

Thanks to these member businesses and individuals, nearly \$4,000 has been raised to help the Chamber keep its doors open throughout the pandemic. Without the revenue from our events, we greatly appreciate the donations we have received to help replace that lost income. We hope to be able to get back to events in the fall, providing state regulations will allow that to happen. In the meantime, we are so appreciative of the support that continues to arrive each day from our members. From large to small, we are so incredibly grateful for them all. Thank you so much.

Rustique Crafts and Antiques
Amy Chess – Pampered Chef
Back Bay Catering
Baily Insurance/Coldwell Banker
Belton Audiology & Hearing Aids
Brian and Melody Longstreth
Cheryl Semonick - County Realty, LLC

Chuck's Collision Shop, Inc.
Cypher & Cypher CPA
Donnelly Boland & Associates
First Federal Savings & Loan
Joann Naser
Micro Systems Management Co., Inc.
Mike and Lisa Belding

Thank you to our 2020 Corporate Event Sponsors. While our events are not happening as we planned, these sponsors have stood by us. We hope that most of our events can still be held later this year in a slightly different fashion than originally planned. The support of these members is greatly appreciated.

EQT
Senior Life Greene
Blueprints
First Federal Savings & Loan
First National Bank of Pa
Kinetic by Windstream
New Way Excavating LLC
First Energy Foundation

Washington Health Systems Greene
World Kinect Energy Services
WVU Medicine
Community Bank
State Representative Pam Snyder
Lippencott Alpacas
Hampton Inn Waynesburg

Thank you

FOR YOUR SUPPORT

June General Membership Meeting

"Re-Energize & Re-Invent Your Business!"

Presented by Loren Martello, Senior Energy Consultant with World Kinect Energy, a Chamber of Commerce membership benefit

Wednesday, June 24, 2020

11:00 am - 12:00 pm

Virtual Event through Zoom

Email melody@greenechamber.org to register.

Sponsored by:



Save the Date!

Unfortunately with the COVID-19 restrictions, we had to postpone several events during the last few months. But we are excited to announce that we have rescheduled a few and plan to add more to our calendar of events as guidelines are made and restrictions are lifted.

Mark your calendars for the following events!

June 11 - Watch & Learn: Cyber Security presented by Dave White, Field Sales Director, Kinetic Business by Windstream

June 24 - June General Membership Meeting;
Sponsored by World Kinect Energy Services

September 5 - Motor Madness Car Show,
Greene County Fairgrounds



Is Your Business Open?



As businesses transition into the Green, let us help you show Greene County you're open for business!

Here's what to do:

1. Download & Print the "Yes! We are Open" Sign.

[Click here to download.](#)

2. Take a picture of you with the sign in front of your business. Try to include your business name and/or logo.

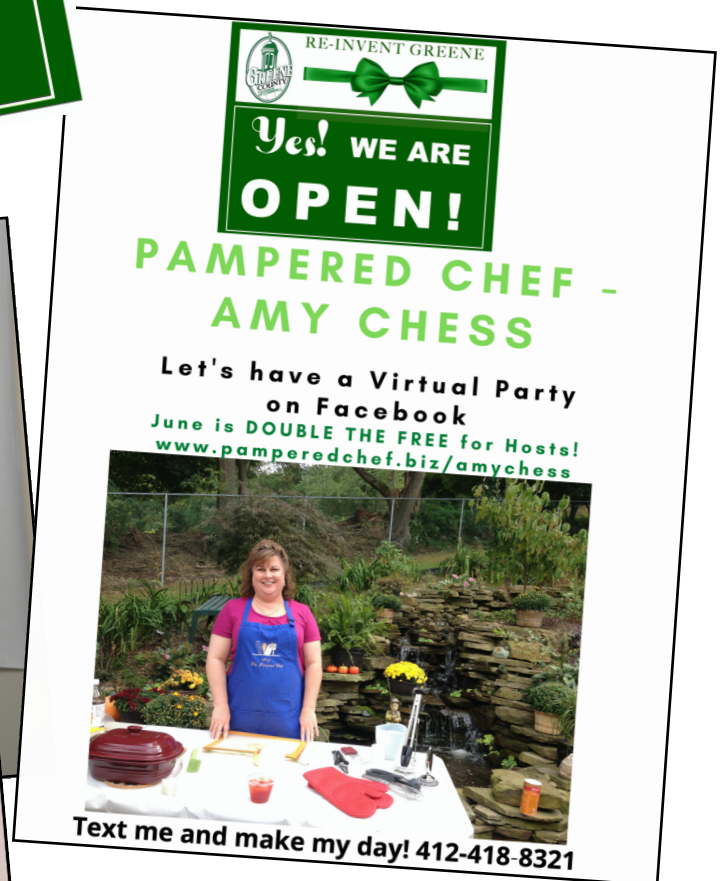
3. Send the picture to us at info@greenechamber.org or to text it to Melody at 724-998-2386.

We will post all pictures on our Chamber Facebook page, our Chamber Business Update Facebook page, weekly eBlast and the monthly newsletter to let our members and the community know that Greene County is Open for Business!



Check out our members that are open!

Don't forget to send us your picture to share!



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.

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, by credit card at 724-627-5926, or by clicking below. All donors will be recognized on all of our media sources as "Chamber Champions". We thank you in advance for your considerations.

[Click here to Donate Today!](#)



Member Updates!

Back Bay Catering

New Phone Number: 724-802-0490

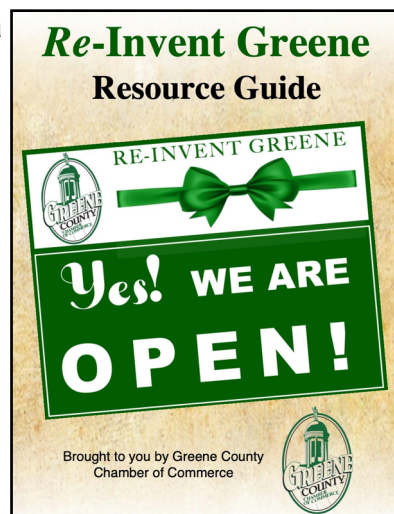
COVID-19 Business Recovery Resources

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

Re-Invent Greene Resource Guide

The Chamber created a Re-Invent Greene Resource Guide to help businesses reopen. Included in this guide are reopening ideas, helpful links and signage to use in your business to help communicate new guidelines to your customers.

[Click here to view our guide.](#)



Is your business open? Use this sign to let your customers know!

[Click here to download Open Sign](#)

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 regularly as new information is available to help you and your business.

SUPPORT GREENE COUNTY BUSINESSES

THEY ARE THE  **OF OUR COMMUNITY**



Chamber Scholarship Winners Announced

The Greene County Chamber of Commerce Scholarship Fund Committee has announced the winners of the 2020 scholarships.



The 30th Annual Educational Fund Scholarship will be presented to Cameron Bryn Patton of Waynesburg Central High School. She is the daughter of Michelle and Randy Patton of Waynesburg. Miss Patton plans to pursue a degree in Business and Finance at Penn State University Main Campus in the fall. This scholarship is presented each year to a Greene County senior who plans to attend a college, university or trade school. The scholarship is awarded based on a minimum grade point average and an essay. A panel of twelve judges participated in a blind judging of the essays which answered the question "How do you plan to use your education to make a difference in your life and your community?" In addition to the scholarship, Bryn will also receive a laptop courtesy of John Frownfelter, owner of

PCsquared to use during her college career. A total of 25 applicants from all over the county applied for the scholarship which was increased this year to \$2,000 in recognition of the 30th anniversary of the scholarship. The scholarship is funded through an auction at the Chamber's Annual Membership banquet and donations from member businesses. This year's scholarship is also funded in part by **Century 21 Frontier Realty, Heather Gilbert Realtor**.

The Dr. Nancy I. Davis Memorial Scholarship for Educational Support is awarded to provide financial assistance to teachers in Greene County. The goal of the \$500 scholarship is to help fund additional projects and/or needs of their classroom outside the scope of their annual budget. Carrie Ricco, a second grade teacher at Jefferson-Morgan Elementary, was selected by the panel of judges as the 2020 recipient. Her project will add four Osmo kits and two coding kits into her second grade classrooms. The Osmo kits have limitless uses and will be used in conjunction with iPads that are already in the classroom. With Osmo, students engage long and build a better collaborative learning environment. Students will use logic and critical thinking to solve problems and manipulatives to engage and learn on the screen. The scholarship is presented in honor of Dr. Nancy I. Davis of Green County, a life-long educator and leader in local education. The scholarship was funded in full this year by **Mike Milinovich of Milinovich & Company**.

Chamber Office to Reopen



As Greene County enters the Green Phase of Reopening PA on Friday, June 5, the Chamber office will be open by appointments only. Watch for updates to our days and hours of operation on our Facebook page and the weekly updates. To schedule an appointment, please email melody@greenechamber.org.



SMALL BUSINESS LOANS

COVID Response Emergency Loans

Eligible Activities - **Working capital**, utilities, rent/lease and vendor invoices, **refinancing**, **loan consolidation**, equipment and site location.

Interest Rates - The interest rate will be an annual fixed rate of 2% except for refinancing, debt consolidation which will be an annual interest rate of 3%.

Term - Emergency Loans will have a repayment period of fifteen (15) years. *Revolving Loan fund has been modified to assist businesses during this time.*

Loan Amount - The maximum amount for loans will be \$10,000 except for refinancing, debt consolidation which will be a maximum of \$50,000.

Deferral - For the first ninety (90) days loans will be deferred & interest free.

2% INTEREST RATE. 15 YEAR TERM

*eligibility requirements apply



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LOANS &
SERVICES**

Assistance with

- Working Capital
- Refinancing
- Loan Consolidation

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Kayla Reyes, GCIDA Associate

Phone: 724-627-9259

Fax: 724-627-6569

93 East High Street, Suite 214

Waynesburg, PA 15370

gcida@co.greene.pa.us

2020 Annual Chamber Golf Outing



Date TBD

Greene County Country Club



Camps Begin:
June 8th, 2020

Ages: 5-13

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- Mileage Reimbursements
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- Make a Difference in your Community

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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

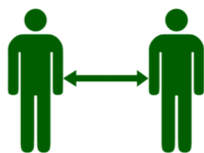
As businesses begin to re-open, consumers will look for those locations who have clearly marketed their COVID-19 safety plan. When you begin to market that your back open, follow it up with your new plan. A well organized plan can even increase business because your customers know that they are entering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

IN THE 2020-2021 COMMUNITY & BUSINESS RESOURCE GUIDE AND MEMBERSHIP DIRECTORY



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.

PRICING FOR 2020!

FULL PAGE	HALF PAGE	QUARTER PAGE	TWO FULL PAGE SPREAD
Full Color Ad 8.0 in (H) x 4.50 in (W)	Full Color Ad 4.25 in (H) x 4.50 in (W)	Full Color Ad 4.25 in (H) x 2.75 in (W)	Full Color Ad 8.0 in (H) x 9.0 in (W)
\$250	\$150	\$100	\$450
Choose This Option	Choose This Option	Choose This Option	Choose This Option
X	X	X	X

Business Name: _____

Contact Person: _____

Email: _____

Phone: _____

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

Payment Method:

_____ Check payable to Greene County Chamber of Commerce enclosed

_____ Please send invoice for payment

_____ I would like to pay by credit card over the phone



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What is the ChamberChoice Energy Program?

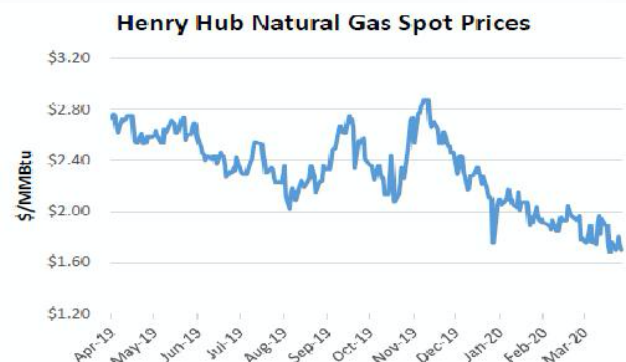
The ChamberChoice Energy Program is an opportunity to work with a personal energy expert free of charge. You get to fully focus on running your business while I analyze your energy bills, compile rates from the industry's best suppliers, and find savings available for your business or organization.

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.

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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



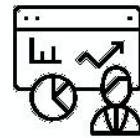
ENERGY PROCUREMENT

- Market index – flex & fixed pricing
- Price optimization
- Market benchmarking
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- Load shape analysis
- Sourcing strategy
- Expert brokerage services



PRICE RISK MANAGEMENT

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- Market insight & analysis
- Financial & physical hedging
- Risk assessments
- Documented risk plan



DATA MANAGEMENT

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- Supplier query & cost recovery
- Energy budgeting
- Global consolidated reporting



SUSTAINABILITY

- Renewable Energy Certificates (RECs) – trackmyelectricity.com
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with the **GreeneScene**
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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.

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The Verizon advantage

It's easier to get the coverage you need when you run BlueJeans Meetings on our network, which is available in 500+ markets and covers 98 percent of the U.S. population. Whether working in the office, remotely or on the go, you need the best collaboration tools and the best network.

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¹ Based on RootMetrics® by IHS Markit's RootScore® Reports: 1H 2019. Tested with best commercially available smartphones on four national mobile networks across all available network types. Experiences may vary. RootMetrics awards are not an endorsement of Verizon. Network details & coverage maps at vzw.com. © 2019 Verizon. FL6611119

**COUNTY OF GREENE
DEPARTMENT OF
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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