



October 2021

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:



Sponsored by:



2021 ANNUAL GREENE COUNTY CHAMBER OF COMMERCE MEMBERSHIP BANQUET

*Business, Boots,
& Blue Jeans*

*A relaxed evening of enjoyable
networking with your fellow
Chamber members.*

Thursday October 28th, 2021

AWARDS

**Business Anniversaries*
Distinguished Service
George "Bly" Blystone
the late Rick Black
McCracken Legacy
Waynesburg V.F.W.
Post 4793,
Auxiliary & Cooties*

Valley View Farm

102 Orndorff Road
Waynesburg, PA

5:30 - 7:30 pm

Casual Attire

\$40 per person

RSVP by October 21st
info@greenechamber.org

MENU

Brisket
BBQ Chicken Breast
Scalloped Potatoes
Green Beans
Corn Bread Muffins
Tossed Salad
Assorted Pies
Iced Tea

CASH BAR

Wine & Beer
provided by
Thistlewaite Vineyards



WELCOME & CELEBRATE
WITH US!

Stairlift PROS

Owned by
Richard Clites & Todd Perry

TUESDAY, OCTOBER 26TH
12 PM - 1 PM
GREENE COUNTY FAIRGROUNDS
BUILDING #8
MAINTENANCE BUILDING

Stairlift Pros is a family-
owned and operated stairlift
equipment company
providing quality service and
keeping you mobile in your
home.

Welcome New Members!



Horizon Properties Group, LLC

Matt Piatt — Director of Facilities

375 Southpoint Boulevard Suite #410

Canonsburg, PA 15317

724-743-7722x2503

mpiatt@horizonprop.net

www.horizonprop.net



Stairlift Pros, LLC

Richard Clites & Todd Perry — Owners

712 Walnut Hill Road

Dilliner, PA 15327

724-231-5154

stairliftpros2021@yahoo.com

<http://www.stairlift-pros.com>

New Representative



Salvation Army

Bonnie Davis — Director

Bonniej.davis@use.salvationarmy.org

What a “tasty evening”!

It was a great turn out and we're so happy to add this new business to our list of members. Thank you to those who spoke, Janice Blair-Martin President of the Chamber, Eric Cowden from State Senator Camera Bartalotto's office, Nate Regotti, Chief of Staff for State Representative Pam Snyder, Mike Belding Chair of the Greene County Commissioners, Betsy Rohanna McClure Greene County Commissioner, Greg Leathers Mayor of Waynesburg, Jeanine Henry President of Waynesburg Prosperous & Beautiful and Lindsey Parks, owner of Canonsburg Cake Company.



Canonsburg Cake Company

Lindsey Parks — Owner

PO Box 99

Canonsburg, PA 15317

724-299-1323

CanonsburgCakeCompany@gmail.com

www.CanonsburgCakeCompany.com



September Networking Luncheon Celebrating Small Businesses!

We had a wonderful luncheon on

Wednesday, the 29th, at the Hampton Inn to Celebrate Small Businesses!

It was so wonderful to hear all of your stories and to meet some new faces!

Thank you to our speakers, Bonnie Davis, the new Director for the Salvation Army,

Leigh Ann Shaner, Owner of Your Cookie Rookie, Amy

Chess, Advanced Director for Pampered Chef,

Steve Brosgol, Membership Representative for NBIF, and

Darlene Moore, Owner of Save a Horse Stable Inc. Our

closing remarks were made by the Chamber's

Executive Director, Melody Longstreth.



October is National Chamber of Commerce Month!

The Greene County Commissioner's recognized the Greene County Chamber of Commerce at a recent meeting by presenting a citation naming October as Chamber of Commerce month in Greene County. The proclamation recognizes the critical role that the Greene County Chamber plays in supporting the needs of our business community and its importance to the county's continued economic growth and advancement. The invaluable role that the chamber plays in ensuring that businesses new and old can continue to prosper. And commended the chamber for representing the local business community and our efforts to enhance the county.



[L-R] Betsy Rohanna-McClure, Melody Longstreth, Mike Belding, Janice Blair-Martin, Blair Zimmerman



What is Angel Tree? It's a holiday assistance program where an individual or group sponsors a child in need for Christmas gifts.

The sponsor a (person or group) will chose a tag/ tags with a child's name and buys either new toys, gift cards, or clothing for their "adopted Angels".

The first step is to sign up by October 10th, 2021.

Next, The Salvation Army Greene County Service Center will drop off tags to your location the week of October 18th, 2021 with the child's name, a wish list, and an information flyer.

Lastly, your location will either return or arrange the pick up of gifts on or before November 29th, 2021.

For many kids the gifts they receive through the Angel Tree will be the only ones they open on Christmas morning.

THANK YOU FOR YOUR GENEROSITY AND FOR PROVIDING JOY TO CHILDREN THIS HOLIDAY SEASON.

For more information contact

bonniej.davis@use.salvationarmy.org

or 724-852-1479

7TH ANNUAL CHRISTMAS GIFT CARD, CERTIFICATE, & CASH RAFFLE

**Show your
support and
promote your
business as
well as other
local
businesses!**



We are currently looking for businesses to participate in our annual gift card raffle. Tell us what amount and your choice of a gift card, gift certificate, or cash you would like to donate. The donations will become a great prize package with YOUR business name on the tickets.

You can participate in several ways by donating:

- Your Own Local Business Gift Certificate or Card
- Another Local Business Gift Certificate or Card
- A National Retailer Gift Card
- Cash to be Spent at Local Businesses



Please respond by October 12th if you would like to donate!

Raffle drawn on Tuesday,
November 23rd.

Based on the first evening drawing
of the PA Lottery 3-digit number

CONTACT US



melody@greenechamber.org



724-998-2386

FOR SALE OR LEASE

40,000 SF FLEX OFFICE/WAREHOUSE - SUBDIVIDABLE



GREENE TECH II

Evergreene Technology Park | 200 Evergreene Drive | Waynesburg, PA 15370

Property Description

- 40,000 SF, one-story flex office/warehouse building in an office park setting
- Built in 2008
- 40' x 40' bay size
- 16' clear height
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- Security access system
- Fiber optics
- All public utilities
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- Zoned E-1 Economic Development District



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Canonsburg, PA 15317
724.743.7722
www.horizonprop.net

FOR SALE & LEASING INQUIRIES

Sharon Stanek
[ssstanek@horizonprop.net](mailto:sstanek@horizonprop.net)
724.743.7722 x2528



SPECIALIZED BUSINESS MEMBERSHIPS

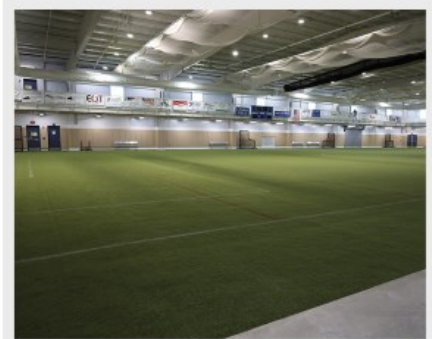
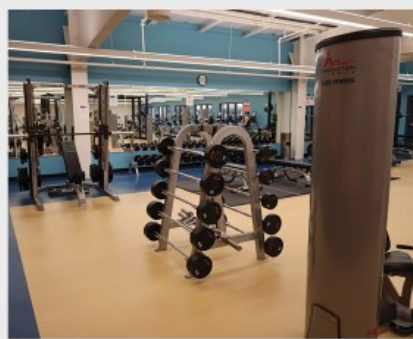
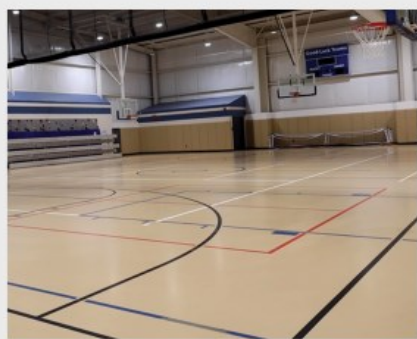
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GREENE COUNTY
DEPARTMENT OF PLANNING
& COMMUNITY DEVELOPMENT

93 E High Street, Waynesburg PA 15370
724-852-5260 | www.co.greene.pa.us/business

Greene County Forgivable Advance for Small Business Assistance

(FASBA)

*Eligibility Requirements Apply



The Purpose:

The Forgivable Advance for Small Business Assistance (FASBA) provides up to \$50,000 grants for small, local businesses who have been impacted by the COVID-19 pandemic. These are federal grants to fund local programs to relieve businesses of the economic disaster and keep the county thriving.

This is not a first-come, first serve program.

To be eligible, a business must:

- Demonstrate it experienced a 25% annual or quarterly disruption due to the COVID-19 crisis
- Provide evidence of viability before crisis
- Document at least one Full Time Equivalent (FTE) job created or retained where the employee meets the definition of low to moderate income OR business and job located in 20% poverty and general distress 30% poverty, central business district and general stress
- Businesses that earn \$1 Million or less in revenue are eligible
- Have at least 1-year business operations and at least 1-year tax returns
- Evidence up-to-date on taxes or have a payment plan
- Business has 100 or fewer employees worldwide

Ineligible Businesses:

- Non-profits
- Real Estate Developers
- Businesses providing assistance in the form of lobbying or other political activities
- "Sin" businesses, as defined by HUD

Funds can be used for:

- Payroll
- Rent/Mortgage
- Utilities (gas, phone, etc.)
- Supplies (up to 90 days)
- Inventory (up to 180 days)
- Insurance
- Accounting
- Legal
- Advertising

Businesses can prove compliance and the advance can be forgiven in 120 days!

Interested?

Visit www.co.greene.pa.us/business for more information and to download the application. Businesses are encouraged to prescreen by contacting **Crystal Simmons, CDBG/HOME Program Director**.

(724) 852.5260

csimmons@co.greene.pa.us



**GRANTS
FOR
BUSINESS!**



Leadership, Communications, and Dealing with Difficult Situations Seminar

Presenter: Colonel Mike Belding

United States Marine Corps (Ret)

Greene County Commissioner

Date: Wednesday, October 13th, 2021

Time: 9:00 AM to 10:00 AM

Location: PA CareerLink®Greene County

Register : paclgreene@washingtongreene.org

Or call 724-852-2900 ext. 221 / TTY 724-852-2234

EOE– Auxiliary aids and services available upon request



A proud partner of the American  Job Center network



FALL JOB FAIR PA CAREERLINK® GREENE COUNTY

DATE: Wednesday, October 13th, 2021

TIME: 11:00AM– 2:00PM

**WHERE: PA CAREERLINK GREENE COUNTY
200 Greene Plaza, Waynesburg**

NO COST

PRE-REGISTER @

PACAREERLINK.PA.GOV

OR

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EXT. 221

pacgreene@washingtongreene.org

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resource information**

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Ammeraal Beltech
Caregivers On Demand LLC
Central Greene School District
Chuck's Collision Shop
County of Greene
Council of Three Rivers American Indian Ctr.
Domestic Violence Services of SWPA
Eaton Corporation
FAST Center
First Federal of Greene County
Forever Media –Froggy 94.9 & Pickle 99.3
Frank's International
GMS
Hampton Inn Waynesburg
Jacobs Petroleum
JENNMAR Services
Morgantown Mall
Pathways of Southwestern PA
PennDOT
Senior Life
Shaft Drillers International
Rolling Meadows Healthcare Center
Rt. 21 Stone Company
Waynesburg Healthcare & Rehab Center
Windstream Communications



**WHERE:
PA CAREERLINK
GREENE COUNTY
200 Greene Plaza
Waynesburg**

**DATE:
Wednesday
October 13th, 2021**

TIME: 11:00AM– 2:00PM

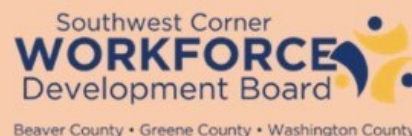
**Pre- Register @
PACAREERLINK.PA.GOV
paclgreene@washingtongreene.org**

724-852-2900 ext. 221

TTY 724-852-2234



*Equal Opportunity Employer
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request to individuals with disabilities*





Members in the Spotlight **WCTV nominated for 6 Student Emmys**

Waynesburg University's student-operated television station, WCTV, recently received six nominations for University Production Awards from the Mid-Atlantic Chapter of the National Academy of Television Arts & Sciences (NATAS).

"It truly is an honor just to be nominated, but to receive six nominations in one year is a remarkable feat for WCTV, and I am very proud of my students for this accomplishment," said Melinda Roeder-Skrbin, instructor of communication. "We are competing against many other universities with much larger enrollments, but our student work is a testament to our drive and commitment to producing quality content."

The Student Production Awards, also known as the Student Emmys, were virtually announced Saturday, Sept. 25, at the Regional Emmys hosted by NATAS. The entries submitted and recognized represented a variety of content, including coverage of local sports, businesses, politics, agriculture and tourism.

NATAS, an American professional service organization, annually awards and recognizes outstanding achievements and excellence in television and the media industry. Emmy Statutes as well as Student Emmys are the most coveted awards in professional production. The awards are aimed to incentivize continued excellence in the field of media.

WU, Direct Results partner to open on-campus store

Waynesburg University has partnered with a local company, Direct Results, to relocate, renovate and revamp its on-campus merchandise store, The Nest. The Nest celebrated its grand opening with a ribbon cutting ceremony over the University's homecoming weekend, on Saturday, Oct. 2, and is now open to the public at 84 Wayne Street.

The Nest is under the management of Direct Results, which has a natural tie to the University through its owner, Pam Marisa, and her husband, Kent.

Kent Marisa's father is former Waynesburg men's basketball coach and director of athletics Rudy Marisa, who spent 34 years as the head of the Yellow Jackets program, making it a national powerhouse in the 1980's.

The renovations of the campus store were made possible through a generous donation from a 1974 alumnus, Dennis Ellis. Ellis established his gift as a way to honor Rudy Marisa for his guidance, mentorship and coaching, both on and off the court.

An assortment of all-new Waynesburg University merchandise is available for purchase on the first floor of The Nest. The store also sells handmade items to help raise funds for various causes, such as bracelets made by women in the Dominican Republic as a part of the University's Entrepreneurial Leadership Program or bowls and pens made from recycled plastic through the Fine Arts Program.

The new location provides ample space for student activities, both indoors and out. In addition to the merchandise available on the first floor, the upper two levels of The Nest, called Rudy's Place, offer games and gathering space for Waynesburg University students. Rudy's Place is outfitted with video and arcade games, including Avengers and Star Wars pinball, dartboard, pop-a-shot, bubble hockey, foosball table, etc., and two large screen televisions.



Are you looking to grow your business?

Learn how to qualify and apply for small business financing through the Southwestern Pennsylvania Commission (SPC), during a free webinar led by Steve Meredith, SPC's Business Finance Manager.



Please, join us for this **free** webinar:
Tuesday October 12, 2021 at 1:00 pm

RSVP to Lduffy@spcregion.org by Oct. 5, 2021



Revolving Loan Funds

The Southwestern Pennsylvania Commission is announcing an interest rate sale for their Appalachian Regional Commission (ARC) Revolving Loan Fund (RLF). For a limited time, small businesses can obtain financing for their business expansion project at an interest rate of 1%.

Eligibility requirements

Businesses seeking financing must be organized as a for-profit small business with less than 100 employees. Additionally, the business must operate within SPC's nine-county region.

Additional eligibility requirements include:

- Businesses must provide 1:1 matching financing from either other public/private lending institution, or through the owner's equity investment
- Personal guarantees are required from principal business owners
- Assignment of life Insurance on the principals
- Retention of one job for every \$35,000 borrowed
- Creation of one job for every \$50,000 borrowed

Loan Limits

50% of the total project cost, up to \$300,000, whichever is less

Term

- Land, Building, and Construction Purchases – up to 15 years
- Machinery and Equipment – up to 10 years
- Working Capital – Up to 3 years
- The term on an SPC Revolving Loan is never longer than a bank term

For more information please contact:

Steve Meredith, Manager
Business Finance Assistance
(412) 391-5590 x325
smeredith@spcregion.org

Todd Stranko, Loan Analyst
Business Finance Assistance
(412) 391-5590 x350
tstranko@spcregion.org

PD100074 1/21

Additional Contact:

Don Chappel at the
Greene County Industrial
Development Corporation
(724-852-2965)



SBA Offers Disaster Assistance to Greene County Businesses and Residents Affected by July Flooding

Greene County businesses and residents affected by the flooding on July 29th, 2021, may apply for low-interest disaster loans from the U.S. Small Business Administration, SBA Administrator Isabella Casillas Guzman announced today.

Administrator Guzman made the loans available in response to a letter from West Virginia Gov. Jim Justice on September 22nd, 2021, requesting a disaster declaration by the SBA. Businesses and residents in the declared areas can now apply for low-interest disaster loans from the SBA.

The declaration includes Monongalia County and the adjacent counties of Marion, Preston, Taylor, and Wetzle in West Virginia; and Fayette and Greene in Pennsylvania.

"SBA's mission-driven team stands ready to help small businesses and residents impacted by the flooding/" said Administrator Guzman. "We're committed to providing federal disaster loans swiftly and efficiently, with a customer-centric approach to help businesses and communities recover and rebuild."

To assist businesses and residents affected by the disaster, the SBA has opened a Disaster Outreach Center (DLOC) in Monongalia County that is open Monday–Friday, 9 am–6 pm Saturday, October 9th, 10 am–2 pm Closed Sundays

The Center is located in the Morgantown Mall 9500 Mall Road, Suite 609. The office will close permanently Thursday, October 14th at 4 pm.

Customer Service Representatives will be available to answer questions about the disaster loan program and help individuals complete their applications. Due to the ongoing COVID-19 pandemic, the SBA has established protocols to help protect the health and safety of the public. All visitors to the DLOC are encouraged to wear a face mask.

"Businesses and private nonprofit organizations may borrow up to \$2 million to repair or replace disaster-damaged or destroyed real estate, machinery and equipment, inventory, and other business assets," said SBA's West Virginia District Director Karen Friel.

For small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private nonprofit organizations, the SBA offers [Economic Injury Disaster Loans \(EIDL\)](#) to help meet working capital needs caused by the disaster. EIDL Loan assistance is available regardless of whether the business suffered any physical property damage.

"Loans up to \$200,000 are available to homeowners to repair or replace damaged or destroyed real estate. Homeowners and renters are eligible for loans up to \$40,000 to repair or replace damaged or destroyed personal property," said Kem Fleming, director of SBA's Field Operations Center East in Atlanta.

Applicants may be eligible for a loan amount increase up to 20 percent of their physical damages, as verified by the SBA for mitigation purposes. Eligible mitigation improvements may include a safe room or storm shelter, sump pump, French drain, or retaining wall to help protect property and occupants from future damage caused by a similar disaster.

Interest rates are as low as **2.855** percent for businesses, **2** percent for nonprofit organizations, and **1.563** percent for homeowners and renters, with terms up to 30 years. Loan amounts and terms are set by the SBA and are based on each applicant's financial condition.

Applicants may apply online using the Electronic Loan Application (ELA) via SBA's secure website at DisasterLoanAssistance.sba.gov/ela/s and should apply under SBA declaration # 17198, not for the COVID-19 incident.

Disaster loan information and application forms may also be obtained by calling the SBA's Customer Service Center at **800-659-2955** (800-877-8339 for the deaf and hard-of-hearing) or emailing DisasterCustomerService@sba.gov. Loan applications may be downloaded at sba.gov/disaster. Completed applications should be returned to the center or mailed to: U.S. Small Business Administration, Processing and Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

The filing deadline to return applications for physical property damage is **Nov. 29, 2021**. The deadline to return economic injury applications is **June 29, 2022**.

First Friday Speaker Series

Presented By

COMCAST BUSINESS

The Greater Pittsburgh Chamber of Commerce is an affiliate of the Allegheny Conference.

We appreciate your attendance at the Greater Pittsburgh Chamber's 2021 First Friday: A conversation with Senator Ryan Aument (R-Lancaster) to talk about Pennsylvania's competitiveness.

If you were unable to attend or would like to share with others on your team, we recorded the conversation at this link. [Check it out here](#). Read what Chamber President Matt Smith and Senator Aument said to [Pittsburgh Business Times](#) reporter Patty Tascarella.

Please join us for our next First Friday Speaker Series on October 8th at 8:30 a.m. for a County Commissioner Panel Discussion: Regional Initiatives.

Speakers include:

- *Mike Belding, Greene County Commissioner*
- *Jack Manning, Beaver County Commissioner*
- *Gina Cerilli Thrasher, Westmoreland County Commissioner*

Register for our next First Friday event on October 8th at 8:30 a.m.

Commissioner Mike Belding is the Chairman of the Board of Commissioners for Greene County, PA. Belding graduated from Waynesburg Central High School in 1981 and attended Penn State University. Upon graduation in 1985, he was commissioned a Second Lieutenant in the United States Marine Corps and served nearly three decades as an aviation officer, strategic planner and analyst retiring as a Colonel in 2012.

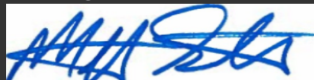
Commissioner Jack Manning was sworn into office and started his first term in January of 2020. Prior to being elected, Jack was owner and principal of Pinebrook Cottage Consulting, which he started after an eclectic and diverse 35-year career in the petro-chemical industry with responsibilities as global manager of quality performance, North American director of people services, and director of manufacturing and site leader for facilities in Virginia, Ohio and Pennsylvania.

Commissioner Gina Cerilli Thrasher was sworn into office on January 4, 2016. Her roots in Westmoreland County prompted her desire to serve the community that had provided her with many opportunities. She is concerned with caring for the elderly, combating the rise of drug abuse, protecting businesses that exist in the county, attracting new development and workforce development.

We look forward to seeing you on October 8th, and as always, please follow the conversation on Twitter [@GPghCC](#) [#PghFirstFriday](#).

As always, thank you for your commitment to our region and your support of the Greater Pittsburgh Chamber of Commerce, an affiliate of the Allegheny Conference.

Sincerely,



Matt Smith
President

FORECASTING COVID-19 IMPACTS ON HEALTH INSURANCE PREMIUMS

As the 2022 open enrollment season is quickly approaching, many business owners are beginning to turn their attention to forecasting insurance premium adjustments for budgeting purposes. Of course, the question mark this

year is how much. Although the severity and extent of the COVID-19 pandemic has been unprecedented in modern times, there are safeguards built into the structure of the insurance industry that are designed to maintain stability during significant loss events. Two key elements provide protection against large financial loss for insurance companies and provide some stability in premiums:

Additionally, the severity of the virus has varied in different regions of the country. As a result, insurance carriers will be affected differently based on the specific demographics of their insured populations. Carriers with large numbers of insureds in some of the country's hotspots will experience greater claim expenses than carriers insuring greater numbers of insureds in minimally impacted regions.

IMPACTS FROM EMPLOYER-RELATED EXPENSES:

Insurance carriers are also employers and as such, have experienced some of the same pandemic-related business costs as any other business. Added cybersecurity costs, outlays for equipment and software to facilitate their employees alternative work arrangements, etc. will impact their financial bottom line during this event. Even the downturn in equity markets will affect the expected level of return on their investment portfolio.

POSITIVE IMPACTS:

There is also the potential that some recent virus-related development will positively impact insurance costs, such as the more widespread use of tele-health services. In addition to providing access to care with lower costs, on a long-term basis this development could allow healthcare providers to extend their reach to more remote or less affluent groups of people to expand access to care and improve overall population well-being.

Considering all of these pandemic influences, it is likely that future health insurance premiums will be affected, although the expected range of impact probably won't be clear until later this year.

By creating a differentiated, unique benefit package that addresses a specific employee need, employers benefit by boosting employee engagement, increasing productivity levels, and improving employee retention rates.

The Greene County Chamber of Commerce offers its members access to My Benefit Advisor as a solution for employee benefits, including voluntary offerings. For more information about My Benefit Advisor, visit our website at greene.mybenefitadvisor.com or contact Mike Galardini at (800) 377-3539.



we're open!

We're Open in Person!

The Chamber office is

now open:

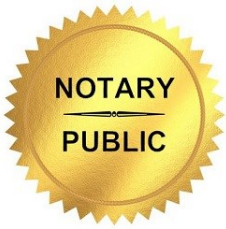
Tuesday - Thursday

10am - 2pm

Monday and Friday

by appointment





Curbside or In-Office Notary!

Notary is available by appointment. Notary work (excluding title transfers) is free to chamber members as part of your membership benefits.

Email melody@greenechamber.org to schedule an appointment.

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for more information!



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Want To Volunteer But Don't Know How To Get Started?

R S V P TODAY!

RSVP (Retired & Senior Volunteer Program) of Greene County offers meaningful and rewarding volunteer opportunities for adults ages 55 & over.



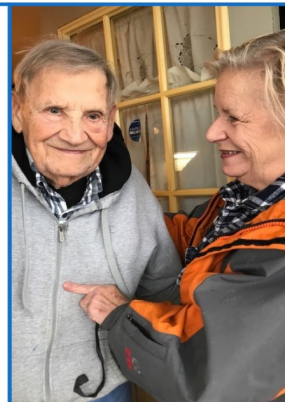
**AmeriCorps
Seniors**

Benefits of Volunteering:

- Supplemental Accident Insurance
- Mileage Reimbursements
- Opportunity to Meet New People
- Make a Difference in your Community

RSVP volunteers may serve as:

- Financial Literacy Course Instructor
- Food Bank/Pantries
- Home Delivered Meals Drivers
- Store to Door Grocery Delivery
- Telephone Reassurance
- VITA (Volunteer Income Tax Assistance) Tax Preparer



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Member Services Director, at
kcoss@eqtreccenter.org

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lmarcello@worldkinect.com
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Waynesburg, PA 15370

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