



September 2022

# CHAMBER CHATTER

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

Phone: (724) 627-5926  
Email: [info@greenechamber.org](mailto:info@greenechamber.org)  
[www.greenechamber.org](http://www.greenechamber.org)



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Wednesday,  
**September 28th**

Sponsored by:



11:30-Networking  
Noon-Lunch and Program  
At Back Bay Catering  
510 Ceylon Road  
Carmichaels, PA 15320

This event is FREE but you must Pre-Register!

Learn how the Greene County Chamber of  
Commerce can help you grow your business!

Also learn about the Community Foundation of  
Greene County.

Presented by Dave Calverio, Director of CFGC.

Register by Wednesday, September  
23rd by emailing guest name(s) to  
[info@greenechamber.org](mailto:info@greenechamber.org) or scan  
the QR Code to fill out a reservation.



Lunch will be provided  
by Back Bay Catering  
and will consist of  
lasagna, green beans,  
salad, rolls, water, sweet  
team, lemonade, and  
dessert





# FALL BUSINESS BOOTCAMP

NO COST TO ATTEND but must pre-register!

Held at Community Foundation of Greene County

108 East High Street Waynesburg, PA

Noon - 1:00 PM



**S B D C**  
PENNSYLVANIA



**PADTEP**

Pennsylvania Digital Transformation  
& eCommerce Program

Sponsored by:



WASHINGTON COUNTY COUNCIL  
ON ECONOMIC DEVELOPMENT

## Thursday, October 6th, 2022 Launching Online Sales

This in-person discussion discusses the importance of creating and launching online sales through a secure website.

The benefit to your business:

- \*365/24/7 business presence (no opening time restrictions)?
- \*Wider reach - can sell to anyone, anywhere?
- \*Increase customer retention?
- \*Market business better?
- \*Competitive Edge?

Attendees will learn the steps to sell online including:

1. Choosing what Products / Services you want to sell.
2. Prepare your content.
3. Choose the right domain name.
4. How to build your online store.

**A boxed lunch will be provided by 5 Kids Kandy and will contain an Italian wrap, broccoli salad, chips and dessert.**

## Tuesday, November 8th, 2022 Marketing on a Shoestring

Getting your business online is one thing, making sure the content is engaging and actionable is another. Now, more than ever, businesses need to have a strong brand and web presence. Doing so can seem overwhelming, from a time and monetary perspective. This discussion will go over tips and tricks to marketing online that cost \$0! We will go over no cost solutions to help you create and diversify your marketing, such as Canva, Unsplash, Bit.ly, and a few other free programs.

Attendees will be able to:

- Recognize no cost tools to help them grow their marketing
- Take a deeper dive into Canva and create their own marketing content
- Learn how to apply these tools to their own marketing techniques
- Diversity their offerings and create a strong online presence

Audience:

- Startup businesses and marketing beginners
- Established businesses looking to diversify their marketing
- Individuals new to business marketing and design

**A boxed lunch will be provided by Kiln to Table and will contain a chicken salad wrap with side salad, chips and dessert.**



**Register at**

**INFO@GREENCHAMBER.ORG**





## Award Ceremony for Teddy Bear Care Corporation Board of Directors

On August 20th, the Teddy Bear Care Corporation Board of Directors held their annual awards ceremony for the first time since the COVID-19 shut-down.

This year's event was a family style picnic and thirty plus individual attended. The president of TBC, Karen Roberts, flew in from Florida to meet and speak with the volunteers and staff.

The keynote speaker was State Representative Pam Snyder who was also presented with tokens and mementos of appreciation by the TBC board for her ongoing support of the mission of the organization.

In addition, those who assisted with the massive Mather Cat Rescue were presented with certificates and plaques of appreciation for their efforts to help the animals. A short video of the project was presented.

Thanking volunteers and staff is a vital part of the mission of TBC that was set in place by one of the founders, the late Char Newton. The certificates presented feature her handwriting as a way to honor her memory and efforts. "It is as if Char herself is still presenting her thanks to the TBC volunteers and staff even though she is no longer here with us", stated Founder, Donna Roberts.

A very special award was debuted honoring the memory of the late Brian J. Roberts, who was board member and co-founder who passed away tragically in 2019. The TBC Service Brian J. Roberts Memorial Medal of Honor is the highest award given and the winner(s) is selected by Brian's nieces and nephews. Jim and Lorie Goodson was named as the first recipients.

By Donna Roberts







# Member in the Spotlight

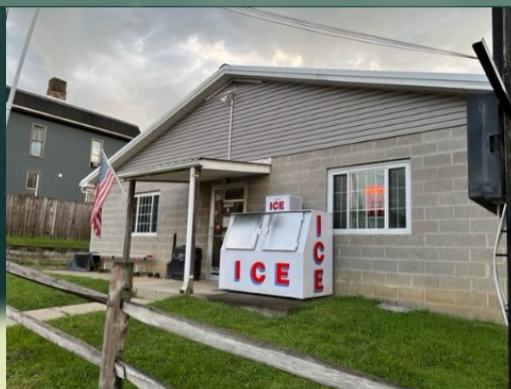
## Momma Martin's



Hello! I am Kayla Martin and I am the owner of Momma Martin's in Rogersville, PA. My daughter, Skilyr, began having seizures in the beginning of 2022, which required me to take a lot of time off of work to tend to the health matters at home. I ran Burns Delight for several years with my mom, Natalie, in which we had to close in 2015. So with my experience, the desire, the community need for something local and the availability of the building, I decided to pursue being in business for myself so that I could tend to my family and have the flexibility that I needed while being able to return to my passion of having a restaurant. My husband (Nathan) and my children (Lucas and Skilyr) both call me Momma and they chose the name of the business. We decided to go with the color purple for our logo for epilepsy awareness and the root of us opening.



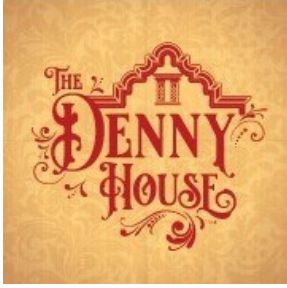
We accept call in orders at 724-706-1028 or have online ordering at [MommaMartins.com](http://MommaMartins.com)





# WELCOME NEW MEMBERS

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## The Denny House

Pamela Marisa - Owner  
145 West High Street  
Waynesburg, PA 15370  
724-998-0243  
<http://www.dennyhousewbg.com>



## Momma Martin's

Kayla Martin - Owner  
3267 W. Roy Furman Hwy  
Rogersville, PA 15359  
724-998-4920  
[mommamartins@yahoo.com](mailto:mommamartins@yahoo.com)  
<http://www.mommamartins.com>



## Valley View Farm Venue

Christy & Corbly Orndorff  
102 Orndorff Road  
Waynesburg, PA 15370  
724-627-6805  
[info@valleyviewfarmvenue.com](mailto:info@valleyviewfarmvenue.com)  
<http://www.valleyviewfarmvenue.com>

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## NEW REPRESENTATIVES

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Greene County Messenger  
Sharon Wallach—Advertising Director  
724-439-7515  
[swallach@heraldstandard.com](mailto:swallach@heraldstandard.com)

EQT REC Center  
Louie Pellegrini—General Manager  
724-627-2739  
[lpellegrini@eqtreccenter.org](mailto:lpellegrini@eqtreccenter.org)

Greater Canonsburg Chamber of Commerce  
Kimberly DeLuca—Director  
724-745-1812  
[gccc@canonchamber.com](mailto:gccc@canonchamber.com)

Microtel  
Jessica Adamson—General Manager  
724-627-0310  
[jesica.a@millenniumhospitality.com](mailto:jesica.a@millenniumhospitality.com)

First National  
Sandy Throckmorton—Branch Manager  
724-491-2628  
[throckmortons@fnb-corp.com](mailto:throckmortons@fnb-corp.com)

First Presbyterian Church  
Mike and Jen Haddox—Pastors  
724-627-6006  
[wbgprsby@windstream.net](mailto:wbgprsby@windstream.net)

Mankind Gentlemen's Cuts  
Heather Smith  
724-833-9169  
[mankindwbg@gmail.com](mailto:mankindwbg@gmail.com)

Community Bank  
Jeanine Henry—Vice President, Loan Administration  
724-852-7226  
[jhenry@communitybank.tv](mailto:jhenry@communitybank.tv)

Healthworks Rehab & Fitness  
Gary Shuttleworth—PT, CEAS  
724-802-7395  
[shuttleworthG@healthworksrf.com](mailto:shuttleworthG@healthworksrf.com)

Pittsburg Job Corps  
Sherri Ely  
412-441-8770  
[ely.sherri@jobcorps.org](mailto:ely.sherri@jobcorps.org)

Observer-Reporter  
Chris Slota—Regional Advertising Manager  
724-225-1326  
[cslota@observer-reporter.com](mailto:cslota@observer-reporter.com)



# 8TH ANNUAL CHRISTMAS GIFT CARD, CERTIFICATE, & CASH RAFFLE

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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 September 19th if you would like to donate!**

Raffle drawn on Thursday,  
November 17th.  
Based on the first evening drawing  
of the PA Lottery 3-digit number

## CONTACT US



[melody@greenechamber.org](mailto:melody@greenechamber.org)



724-998-2386



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OBSERVER-REPORTER & ALMANAC  
OR VOTE ONLINE AT O-RBEST.COM**  
Voting Period: **SEPTEMBER 22-30**

## **NOMINATIONS BEING ACCEPTED FOR THE 2022 DISTINGUISHED SERVICE AWARD**

The Chamber is now accepting nominee applications for the annual Distinguished Service Award. The honor will be bestowed on an individual for outstanding service to the Greene County community. The award will be presented at the Annual Membership Banquet, which is scheduled for October 27th at Valley View Farm.

The winner of this prestigious award will be selected from nominations received by the Chamber. Nominees are judged on contributions to community welfare and betterment; participation in community activities and civic enterprises; lasting contributions to community welfare; leadership abilities; success in their individual vocations; personal progress; and cooperation with other individuals and organizations. The awards will be presented for direct, outstanding service to the community and has no association to the Chamber of Commerce involvement.

Anyone can nominate an individual by submitting an email with the attributes and accomplishments of the nominee to [info@greenechamber.org](mailto:info@greenechamber.org) no later than the close of business on Tuesday, September 20th.





## IN THE NEWS

### Employers Applaud Action to Expand Jobs in PA

Job creators are taking note of the bipartisan action taken to attract new employment opportunities and residents to Pennsylvania. The Pennsylvania Chamber of Commerce, business operators and others discussed the changes this week at a gathering in Lancaster.

One of the most significant steps they cited is the phase-down of the job-killing, corporate net income tax (CNIT). Under a provision of the new state budget, the rate will drop to 8.99% in 2023, and then continue to drop until it hits 4.99% in 2031. Once the reduction is fully implemented, Pennsylvania will go from imposing one of the nation's highest CNIT rates to the eighth lowest in the country. The consensus is that this will make Pennsylvania highly competitive among neighboring states in the northeast and others across the U.S. Other changes made to the state's tax code will be very helpful for mom-and-pop businesses. More than 99% of Pennsylvania businesses are small businesses, and those 1.1 million small businesses employ 2.5 million people, which is 46.3% of all Pennsylvania employees.

Under the new law, Pennsylvania will recognize "like-kind" exchanges for state tax deferral when property is exchanged for similar property. Federal tax law already allows for the tax deferral on federal taxes, providing some incentive for employers to invest in the job-creating assets businesses need to remain competitive, but Pennsylvania had been the only state not to recognize these exchanges for state tax purposes.

State tax law governing expense deductions is also being changed to bring it in line with federal law, eliminating the unequal treatment of Pennsylvania's small businesses. The increase in limits will make it easier for employers to buy equipment and to invest, which promotes job growth. Pennsylvanians need employment opportunities if they are to stay and raise families here. It's exciting to hear job creators applauding the steps we've taken to increase the number of good-paying jobs that support healthy, thriving communities.

-Credit to Senator Camera Bartolotta

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### University to offer new major in Business Administration and Professional Studies Program for Degree Completion

Waynesburg University will offer new programs in the Department of Business Administration and Graduate and Professional Studies this upcoming fall 2022 semester. These programs include a new Bachelor of Science in Business Administration concentration and an associate's degree in Professional Studies.

The Department of Business Administration has added a Hospitality Management Program to its curriculum that will focus on the various aspects of hospitality operations.

Students who major in hospitality management will study the vast scope of ventures within the service-based industry, where they will grow their skills in customer service and become familiar with everything from payment processing systems to contingency planning for natural disasters and event security.

The Hospitality Management Program will prepare students for managerial positions in a diverse range of establishments, including amusement parks, airlines, convention centers, country clubs, cruise ships, hotels and restaurants.

An associate's degree in Professional Studies will now be offered within Waynesburg's Graduate and Professional Studies. In alignment with the University's existing Online Bachelor's Degree Completion Program, the Professional Studies Program will provide another pathway to students for degree completion.

Students can complete their degree with an Associate of Arts or Associate of Science in Professional Studies based on courses taken within or transferred into the program. Coursework for this degree will be offered every five weeks and can be completed fully online.

"Waynesburg University is committed to creating pathways for our students to accomplish their education and career goals," said Dr. David Mariner, dean of Graduate and Professional Studies. "We have developed 100% online bachelor's degree completion pathways as well as an associate's degree pathway to better meet the needs of our students."

The Graduate and Professional Studies Counseling Programs also recently announced the addition of a new Certificate in Clinical Supervision Program, which will launch in January 2023. This 12-credit, non-degree certificate will be available 100% asynchronous online and can be completed in as little as two semesters.



## Washington Wild Things Make Playoffs!



Our ownership group and organization wanted to say thank you for your support over the season. Our team successfully won the West Division, the 8<sup>th</sup> title in franchise history and accomplished that feat in back to back seasons. Support from community partners like you allow us to provide the region the much needed family entertainment and the platform for our players to chase their dreams. We take great pride in our role in the community.

From ownership, to our staff, to our players and seasonal employees... We greatly appreciate your commitment to our efforts! If any of your staff or members wish to attend the games, we have created these links for discounted tickets.

Sunday: <https://bit.ly/Game2Partners>

Monday: <https://bit.ly/Game3Partners>

# Lippencott Alpacas

## FARM DAYS

**FREE ENTRY**

**Sept 24th-25th from  
1:00 PM to 5:00 PM**

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## Establishing a Culture of Health Among Employees

As the American workforce continues to be dispersed in a hybrid work environment, the impact on company culture cannot be ignored. With workers less likely to see their connection to the mission and values of the company when working remotely, business leaders have a challenge that needs to be addressed.

This is equally true when looking at the organization's culture of health. Traditionally, wellness programs have targeted specific employee health risks such as being overweight, smoking or not exercising enough. Although these programs are worthy endeavors and have proven successful in the past to varying degrees, there is a fair amount of disagreement today over their effectiveness. Wellness programs alone are simply not enough. There is much more that can be done to affect greater change.

*Establishing a culture of health in the workplace can be a great place to start.*

To establish a culture of health in the workplace is to create an atmosphere that values health and supports health improvement among employees. And to do so requires a substantial effort from ownership and management which, if done properly, permeates throughout the organization from top to bottom. Developing a strategy to affect this change is critical and the overall process could take several months or more to implement.

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](http://greene.mybenefitadvisor.com) or contact Mike Galardini at (800) 377-3539.

MYBENEFIT  
ADVISOR



## Are you looking to grow your business?

Learn how to qualify and apply for small business financing through the Southwestern Pennsylvania Commission. This free webinar led by our Manager of Commercial Lending, Steve Meredith.



Please, join us for this free webinar:  
Tuesday October 11, 2022 at 1:00 pm

RSVP to [Lduffy@spcregion.org](mailto:Lduffy@spcregion.org) by August 2, 2022



## Dr. Nancy I. Davis Memorial Scholarship for Educational Support applications now being accepted.

The Chamber, in cooperation with the Greene County Historical Society is now accepting applications for a \$500 scholarship to be awarded to a Greene County classroom to promote the study of History.

Executive Director of the Greene County Historical Society, Matthew Cumberledge, presented the chamber with a \$500 award to be used to further the classroom experience for students in the county as part of the classroom's study of history. The scholarship is open to teachers who instruct a classroom in the county in grades K-12. Teachers are encouraged to think outside the box and also outside of the constraints of their existing budget for materials to provide a unique learning opportunity that their students would not otherwise be able to engage in.

The chamber would like to thank the Greene County Historical Society for their donation to this program and the memory of Dr. Nancy I. Davis. This marks the third year that the Educational Support Scholarship has been made available. A complete application is available [here](#) for downloading. Please feel free to share. For more information, please contact the chamber office at 724-627-5926



### August Business After Hours

Thank you to Thistlethwaite Vineyard for hosting our August Business After Hours. Nothing better than good company, local wine and a light snack after a day at work.



Save the Date for the Christmas Parade  
being held on High Street once again!  
Saturday, December 3rd at 2 pm



# 2022 Calendar of Events

## Mark your calendars!

Wednesday, September 28th - Business Connections Luncheon, Back Bay Catering Hall,  
Carmichaels

Thursday, October 6th - Fall Business Bootcamp Part One, Community Foundation  
Meeting Room

Thursday, October 27th - Annual Banquet and Awards Presentation, Valley View Farm

Monday, October 31st - Deadline - Dr. Nancy I. Davis Classroom Support Scholarship  
presented by the Greene County Historical Society

Tuesday, November 8th - Fall Business Bootcamp Part Two, Community Foundation  
Meeting Room

Thursday, November 10th - Business After Hours, Hampton Inn Waynesburg

Thursday, November 17th - Christmas Cash & Gift Card Raffle Winner Drawn

Saturday, November 26th - Small Business Saturday

Saturday, December 3rd - 84th Annual Christmas Parade

### MORE DETAILS TO FOLLOW!

Questions? Call or email us!  
724-627-5926

[info@greenechamber.org](mailto:info@greenechamber.org)

## LOOKING FOR OPPOTUNITIES TO PROMOTE YOUR BUSINESS?

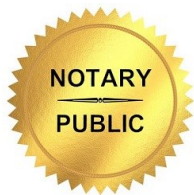


Sponsor one of our upcoming  
Events, Eblasts, or eNewsletters!



Please contact us at  
[melody@greenechamber.org](mailto:melody@greenechamber.org)  
724-998-2386  
724-627-5926





## 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](mailto:melody@greenechamber.org)

or call 724-998-2386  
to schedule an appointment.

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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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lorinda.t@millenniumhospitality.com

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# Community Bank