

CHAMBER CHATTER

The Newsletter of the Waynesburg Area Chamber of Commerce

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E-mail: waynesburgchamber@windstream.net

www.waynesburgchamber.com

To provide services and programs that will increase the success of member businesses and organizations and enhance the economy and quality of life in the Waynesburg Area. To remain a politically unbiased and enthusiastic resource to our members and the community at large.

Lunch and Learn Series

The Chamber is announcing a summer "Lunch and Learn Series" which will allow members to network and get a little training at the same time. Cost per person to attend will be just \$30 per session and seating will be limited to 30 individuals. Reservations are required and can be made by calling the Chamber office at 724-627-5926 or emailing at waynesburgchamber@windstream.net

The series will begin in June with "Conflict and Confrontation" by Lisa Petro, Humane Resources Director at Southwest Regional Medical Center. The event will be held on Thursday, June 25th from 11:45 a.m. to 1:30 p.m. at Southwest Regional Medical Center, lunch will also be served. The sponsor for this session is Southwest Regional Medical Center.

The second in the series will be held on July 23rd at Strykers and will feature Tina Kreuzer, Director of Creative Mindset and Associates. Tina will present "Your Unique Market Position & other Marketing Tactics during Tough Times". The sponsor for this session is Chuck's Collision Shop

The third in the series will be held on August 27th and will feature Suzanne Patterson-Huffman of Foxfire Communications. Suzanne will present "Building Resiliency: How to Thrive in Times of Change"

Newsletter Advertising Space Available

Get your message out to you fellow members by advertising in "Chamber Chatter". Spaces are business card size and run \$300 for 11 issues. Monthly ads are also accepted at \$30 for a business card size. Ad copy can be changed monthly if desired. To reserve your space, call the Chamber office at 724-627-5926.



2009 Golf Outing

The annual Golf Outing will be held on Friday, May 8th at Rohanna's Golf Course.



Mark your calendar now and start gathering up a foursome. Team spots are filling up fast so call to reserve your slot as soon as possible! This event always promises to be a good

time full of networking, great food, prizes and fun! This is a wonderful way to present your business in front of over 80 fellow members and guests. This is the Chamber's largest fund raiser which helps us keep the doors open. Please help by becoming a sponsor, door prize donor or welcome bag item donor. Entry forms were recently mailed to members but can also be downloaded at the Chamber website www.waynesburgchamber.com.



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Luncheon Sponsor

Waynesburg University

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Beverage Sponsor

Community Bank

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A few sponsorships remain. Contact the office for details.



*Treat your
Administrative Assistants
to the
Waynesburg Area
Chamber of Commerce's
5th Annual
Administrative
Professional's Luncheon*

*Friday, April 24th, 2009
11:30am to 1:30pm
Rohanna's Restaurant*

A sit down lunch will be served consisting of a Chicken Salad Croissant, Cup of Soup, Fresh Fruit and Sherbet

Our featured guest will be:
Lynn Mancuso-Manning
"Why Me, Why Now"
A Humorous Monologue!

Chinese Auction • Door Prizes
50/50 Drawing • Raffles

Shop displays of jewelry, gift items, cosmetics, home décor, candles, kitchen items and more!

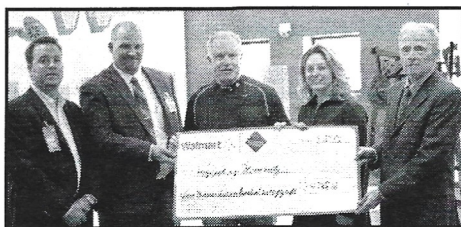
Individuals -\$ 20 each
Tables of 8 -\$ 160 each

R.S.V.P. by April 20st, 2009

Call to reserve your seats.
724-627-5926

Seating is limited to the first 100 reservations.

Walmart Donates to Waynesburg University



From left: Jason Kilpa, John Dukman, Rep. DeWeese, Marcy Sloneker, President Timothy Thyreen.

On Friday, March 27, Wal-Mart presented Waynesburg University with a \$6,000 check, to purchase and install six 42" flat screen TVs in the University's new fitness center. The ceremonial presentation took place in the new Waynesburg University Fitness Center located at 53 West Franklin Street. Wal-Mart Market Manager Marcy Sloneker and Pennsylvania Public Affairs Manager Jason Kilpa presented the contribution. Representative William DeWeese, Waynesburg University President Timothy R. Thyreen and Senior Vice President for Finance and Administration Roy Barnhart, joined local Wal-Mart store associates as well as members of the Waynesburg University faculty and staff in the celebration.

New Members

Davis Lane LLC

Mr. Jamie Strobe, Owner
176 Kennel Road
Waynesburg, PA 15370
724-627-9647
kmstrobe@hotmail.com
Trucking

Greene County Early Care & School Success Community Team

Mrs. Julie Spires, CEG Coordinator
19 South Washington Street,
Waynesburg, Pa 15370
724-852-5276 extension 591
Fax 724-852-5297
jspires@co.greene.pa.us
Non-Profit collaborative group working to help improve early childhood in Greene County

New Websites

University of Pittsburgh Small Business Development Center
www.pittentrepreneur.com

New Representatives

American Red Cross Greater Alleghenies Region
Heath Frazier
frazierh@usa.redcross.org

Frattare Joins Communication Department Faculty, University Staff

Former long-time Pittsburgh Pirates broadcaster Lanny Frattare has joined the Waynesburg University Communication Department as the Assistant Professor of Communication, the University announced today. Frattare will also serve a role as the Special Assistant to University Relations. His duties begin immediately.

"We are very excited to add Lanny Frattare to our department faculty. He brings extensive experience in sports broadcasting," said Richard Krause, assistant professor of communication and chair of the Communication Department. "The technical part of Waynesburg's communication program has been strong for some time. With the addition of Mr. Frattare, we have greatly enhanced the performance side. Our students are now receiving an amazing range of communication experiences."

Frattare's main teaching duties will include sportscasting, news announcing, and public speaking courses. He will also work with the student sportscasters for the Waynesburg University Sports Network. Frattare will serve in the University Relations Office to offer assistance with radio advertising and sports information.

"When I stepped away from announcing Pirates games and started to write the next chapter of my life, I prayed to God for guidance. I wanted to know where he wanted me to be, and I believe that his answer was Waynesburg," Frattare said. "The faculty, President Thyreen and his colleagues at Waynesburg were extremely gracious to me. They have shown great faith in me, and I am excited to make a difference in the lives of students."

Prior to coming to Waynesburg University, Frattare established himself as one of the most recognizable personalities and voices

in Pittsburgh and major league baseball as he spent 33 years as a member of the Pittsburgh Pirates broadcast team. His stay with the Buccos is the longest of any play-by-play announcer in team history.

Known for his trademark phrases, "Go ball, get out of here," and "There was no doubt about it," Frattare joined the Pirates in 1976 after graduating from Ithaca College in 1970 with a degree in broadcasting.

A New York native, Frattare began his broadcasting career as a local disk jockey and sportscaster before moving to Charleston, W. Va., to become an announcer for the Charleston Charlies, who were then the Pirates' Class-AAA affiliate.

Like many of the players whose exploits he broadcasted, Frattare worked to get his call up to the majors, which occurred in 1975, when he replaced another legendary voice of the team, Bob Prince.

In 1976, the Pittsburgh icon teamed up with Milo Hamilton to become the team's on-air duo. After Hamilton left the Steel City to take a job with the Houston Astros, Frattare became the official voice of the Pirates.

During his more than three decades with the club, Frattare has experienced many highlights to a tremendous career. He was behind the mic for the Pirates when they won their last World Series in 1979. This past August, he also called his 5,000th game with the club as the Buccos battled the Philadelphia Phillies.

Frattare has used his platform as a celebrity to help others. For 23 years, Frattare has been a part of the Family Links Golf Classic, which has raised in excess of 1.8 million dollars for over 32,000 children, families and mentally challenged individuals that are helped out by Family Links.

Member Updates

Greene County Memorial Hospital Foundation

7 East High Street, Waynesburg, Pa 15370
724-852-2060
fax 724-852-2063
email - djones@gcmhfoundation.org
web - www.gcmhfoundation.org

New Emails

Greenwood Promotional Products

wsusie429@windstream.net

Super 8 Motel

super8pa8880@gmail.com

Thralls Contracting, Inc. & Waynesburg Landscape Supply
rthralls@gmail.com

Bell's Wholesale Grocery, Inc.

bells01@windstream.net

Dr. Janson Chiropractor

waynesburgchiro@windstream.net

DK Electric

dkelectricservice@windstream.net

Kirk King, Attorney at Law

kinglawoffice@windstream.net

We've Moved!

Please update your mailing records with our new address - 143 East High Street.

REMEMBER

Members in the Spotlight



Sew 'n' Sews donate blankets to Southwest Regional for pediatric patients.

Each year the Central Greene Sew 'n' Sews 4-H Club completes a community service project during Christmas. This year the club chose to make blankets and donate them to the pediatric department at Southwest Regional Medical Center. The blankets will be given to pediatric patients to provide a sense of security and comfort.

The Sew 'n' Sews recently visited Southwest Regional to donate the blankets. During this time they were able to meet and talk with some of the staff that will be coordinating the blanket donation. They were able to learn about the hospital and how their blankets would impact the community. "We were truly touched to receive the donation from the Sew 'n' Sews," commented Cindy Cowie, CEO at Southwest Regional, "The parents and children who receive these blankets are so appreciative and it is great to know that we live in such a supportive community."

The Sew 'n' Sews are a group of students between the ages of 8 and 18 who are interested in learning to sew. These students meet year round and learn how to knit and crochet as well as make projects including clothing, accessories and more. These items are then entered into the Greene County Fair and modeled at the yearly roundup.

Members of the Central Greene Sew 'n' Sew Club donate blankets to Southwest Regional Medical Center

Pictured below from L to R first row: Spring Gaskill and Ariel Lippencott, club members

Second row: Marcy Orrahood, LPN; Heather Boccella, RN – Clinical Coordinator; Michelle Fenstermacher, club member; Bethany McCollum, club member and Mike Onusko, Pre-hospital Coordinator.



Chamber Vice President Earns National Achievement Award

Cory Grandel, Vice President of the Waynesburg Area Chamber of Commerce and a senior financial advisor for Waddell & Reed, has earned the Circle of Champions National Achievement Award for the 2008 year. The award is given to the top six percent of advisors nationally.

The award is given to financial advisors in recognition of outstanding achievement in helping people make the most of their financial future by addressing their investment and financial needs.

Our congratulations go out to Cory!



Westmoreland County Community College Greene County Education Center

WCCC Board Approves Diagnostic Medical Sonography Program

The Westmoreland County Community College board of trustees approved a new associate degree program in diagnostic medical sonography recently.

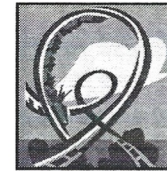
The program prepares students to use diagnostic ultrasound equipment under the supervision of a physician. Students who successfully complete the program will be eligible to apply to take the American Registry In Diagnostic Medical Sonography exam. Graduates may seek employment as sonographers in a variety of health care settings including regional medical centers, hospitals, diagnostic centers, clinics and doctor's offices. Sonographers work in diagnostic labs, trauma centers, emergency rooms, operating rooms, interventional suites, labor and delivery suites and at the bedside.

To develop the Diagnostic Medical Sonography course curriculum and oversee the program, the board approved the appointment of Laura L. Locke of Connellsville. Locke holds associate and bachelor's degrees in radiology from Robert Morris University/Allegheny General Hospital and La Roche College, respectively; an associate degree in diagnostic medical sonography from Community College of Allegheny County; and a master's degree in professional leadership from Carlow University. Currently, she is employed as an ultrasound technologist, vascular technologist and radiology technologist at The Center for Medical Imaging in Greensburg and is the coordinator of the diagnostic medical sonography program at CCAC.

WCCC's Diagnostic Medical Sonography program will begin in January 2010. The application deadline is June 15 and special admission and selection criteria apply.

Mark Your Calendars for Summer Fun!

Greene County Day at Kennywood Park is scheduled for Tuesday, July 7th. Tickets will be available in May. Plan to join your fellow Greene countians for a fun filled day at our hometown amusement park – Kennywood!



On June 22nd, join fellow chamber members for

Waynesburg Chamber Day at the Washington Wild Things for a picnic and ball game. And if that date does not work for you, use the form on the Chamber website to order tickets for any game this season and the Wild Things will upgrade your seats AND donate \$2 per ticket to the Chamber's Educational Scholarship Fund!



Two ways to SAVE this summer and have FUN at the same time!

Member Info Needed For Chamber Newsletter

Would you like to see your business profiled in the monthly Chamber newsletter, "Chamber Chatter"? If so, please send a few paragraphs about your business to the chamber at waynesburgchamber@windstream.net. Photos and logos are encouraged! And the best part is that it is FREE!!!

Articles and Inserts

We always welcome press releases concerning your business. Photos are also encouraged. There is no charge for articles and photos. Newsletter Inserts may be placed in the newsletter at a cost of \$65. (Non-Profit rate-\$32.50). That is only 20 cents each and you are targeting Waynesburg Chamber members. Provide the office with 325 inserts, folded to 8 1/2 by 5 1/2 inches (same size as folded newsletter) no later than the 5th day of the month that you would like the insert to be included. There is a \$20 charge for materials received unfolded. Tri-fold brochures are not accepted. Mailing occurs so that the newsletter arrives the third week of the month.



Educating Employees

How to help your staff become wiser health care consumers

Health care costs and health insurance premiums are continuing to rise at alarming rates. And, unfortunately, this is not a new phenomenon, as employers have been struggling with unpredictable and uncontrollable rate increases year after year.

Annual double-digit premium increases have forced many employers to pass significant costs on to employees, in the form of higher contribution, deductible, coinsurance and/or co-pay amounts. Most employers still take the responsibility of providing quality benefits seriously, but employees need to be involved more than ever before; they need to think carefully about how they use their benefits and become smarter consumers.

"The way we purchase health care is unlike any other purchases we make," says Amy Broadbent, the vice president of JRG Advisors, the management company for ChamberChoice. "Most of us will search a newspaper for a coupon that saves us pennies at the supermarket. But when it comes to health care — something far more expensive and complex — we rarely ask enough questions or consider all of the options that could save us money."

Smart Business spoke with Broadbent about health care and how to help employees become better health care shoppers.

Why is it so important for employees to understand health care?

Many employees do not understand the role they play in managing health care costs and do not spend health care dollars wisely. How many employees actually realize that each time they go to a medical provider or receive medical services they generate a claim that must be paid for through their employer-sponsored medical plan? The costs of their claims, their family members' claims and fellow employees' claims determine, at least to some extent, the price their employers pay for health benefits. In the end, employees' decisions directly affect annual premium adjustments. It is time for employees to begin making more conscientious health care decisions. The more knowledge employees have about their personal health and the treatments they receive, the more they can control their out-of-pocket costs and, ultimately, the employer's costs.

How can employers educate employees to become better health care consumers?

When someone is sick or injured, he or she wants to feel better, fast. Most health plans provide coverage for treatment that can be received in a variety of settings: a doctor's office, a hospital, an urgent care center or an emergency room. But, every setting is not appropriate for every kind of care, and, too often, we utilize the quickest means available rather than the most cost-effective. For many,

the decision is based on convenience rather than cost. Educating employees to choose the most cost-effective option would go a long way toward ensuring that an employer can continue to provide quality benefits.

How can employees involve their medical professionals?

You and your employees should take the time to talk with your doctors. Surprisingly, many patients do not ask their doctors basic questions about treatment options and alternatives. Patients often accept their doctor's advice without taking the time to question treatment alternatives. Having a dialogue with the physician helps the patient better understand how their care and treatment decisions affect their health plan costs. This will also enable the doctor to get to know the patient better and, ultimately, prescribe the most effective treatment possible. Taking the time to ask basic questions will enable the patient to become a more educated consumer. Ask questions like: How much will my treatment cost? Can I be treated another way that is equally effective but less expensive? What are the potential side effects? What are the risks? The intent is not to forego care but to receive the most appropriate level of care at the most reasonable cost available.

How can employees become better educated on their prescription medications?

Learn the prescription facts. Many people incorrectly think there are significant differences between brand-name and generic drugs when, in fact, there are not. The true difference lies in the name of the drug and the cost. It is no secret that generic drugs cost less than brand-name drugs. Employees should be encouraged to ask their doctor if a generic equivalent is available any time they are given a prescription. Not only does this save the employee money but the use of generic drugs also saves the employer money in terms of health plan utilization. The greater the overall use of generic prescriptions, the better the impact on the health plan utilization and, ultimately, health care rates.

What else can I, as the employer, do?

As an employer, you are undoubtedly trying to figure out how to prevent ever-increasing health care costs from having any more of a serious impact on your company. Health care costs will continue to rise and the reasons why are not within an employer's control. Therefore, employers need to encourage employees to become better-educated consumers of health care services. Employers and employees are in this together. It is time for employees to understand just how much of an impact their health care choices and decisions make in the long run.

Amy Broadbent is the vice president of JRG Advisors, the management company for ChamberChoice. Reach her at (412) 456-7250 or amy.broadbent@jrgadvisors.net.

Educational Improvement Tax Credit

Award of Tax Credits to Business Firms Taxes/Business Entities covered?

The EITC program continues to allow tax credits against all types of Pennsylvania taxes formerly covered. Additionally, the tax credit is extended to the Pennsylvania Personal Income Tax.

Businesses that file the PA-20S and PA-65 returns may claim the tax credit. EITC eligible entries now include all pass through entities except sole proprietorships. (Sole proprietorships were intentionally left out.) Included under the new law are partnerships, limited partnerships, S-corporations, and limited liability companies.

The tax credit passes through to individuals in the same manner income and losses pass through. For example, if a partnership has partners with different ownership proportions, the tax credits flow to the individual in the same proportions as income. A federal tax deduction may be generated for the partner, depending on the partner's tax situation. (Note: The PA Personal Income Tax rate is 3.07% VS a C-corporation rate of nearly 10%.)

EITC K- 12 Scholarship Tax Credits

Two-year commitment with 90% credit, up to a maximum credit of \$300,000.

Example of \$10,000 donation with individual at 28% federal tax rate:

	Credit
PA State Tax Credit	
10,000 x 90%	\$9,000
Federal Charitable Contribution in addition to PA tax credit	
(10,000 - 9,000 = 1,000 x 28%)	280
Total Savings	\$9,280
Net Cost to Individual for \$10,000 EITC Contribution	
(10,000 - 9,280)	\$720

Comparison with Charitable Donation to Organization without EITC Tax Credit

\$10,000 Donation x 28% federal tax rate	\$2,800
Net cost to individual (\$10,000 - \$2,800)	\$7,200
Benefit of donation with EITC credit (\$7,200 - \$720)	\$6,480

Contact Information

For program inquiries or delivery of applications via mail, fax, e-mail or in person:
Department of Community and Economic Development
The Educational Improvement Tax Credit Program
Center for Business Financing- Tax Credit Division
400 North Street, 4th Floor
Commonwealth Keystone Building
Harrisburg, PA 17120-0225
Telephone: (717) 787-7120
Fax: (717) 772-3581
E-mail: tknorr@state.pa.us



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