

CHAMBER CHATTER

The Newsletter of the Waynesburg Area Chamber of Commerce
Phone: (724) 627-5926 • Fax: (724) 627-8017
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.

GENERAL MEMBERSHIP LUNCHEON

PRESENTATION OF THE CHAMBER'S 2009 EDUCATIONAL FUND SCHOLARSHIP

LUNCHEON MENU BY FIRE CATERING

BLACKBERRY BALSAMIC GLAZED PORK LOIN, ROSEMARY RED SKIN POTATOES, SPRING VEGETABLES, ROLLS/BUTTER,
STRAWBERRY AND CREAM PIE WITH CHOCOLATE DRIZZLE



WEDNESDAY, MAY 27, 2009

First Baptist Church • Fellowship Hall

Corner of High & West Streets • Noon to 1:00 p.m.

R.S.V.P. BY FRIDAY, MAY 22, 2009 • 724-627-5926

COST PER PERSON \$10.00



Sponsored by the Waynesburg Area Chamber of Commerce

Save the Date!

3rd Annual

Greene County Business Expo

Thursday, September 17th

First Assembly of God

5th Annual Administrative Professional's Day Luncheon

Sixty-One guests attended the 5th Annual Administrative Professional's Day Luncheon which was held at Rohanna's Restaurant.

The event was sponsored by:

Silver Tulip Sponsors:



Westmoreland County Community College
Greene County Education Center
Workforce Development Division

Bronze Tulip Sponsor:

Mt. Morris R.V. Park

Centerpieces Sponsored and prepared by:

Waynesburg Prosperous & Beautiful's
Farmer's Market Committee

The afternoon allowed guests to enjoy a nice lunch away from work, the opportunity to converse with other professionals, and the chance to shop!



Mrs. Lynn Mancuso-Manning, former local radio personality, presented a humorous monologue titled, "Why Me, Why Now". On the menu for the event was a chicken salad croissant, a cup of soup, fresh fruit and sherbert. Ten tables featuring everything from rhinestone jewelry to kitchen items were available for guest to browse and shop.

Door prizes and centerpieces were awarded at the end of the afternoon along with nearly twenty Chinese Auction items donated by the Chamber, the vendors and other businesses.

(continued on next page)

5th Annual Administrative Professional's Day Luncheon (continued)

Door Prize Donors

Penny Ketchem

Ami Cree of Southern Living
Farmer's Market Committee

Chinese Auction Donors

Mona Vie - Ruth Ann Haines
Pampered Chef - Becky Champlin
Cash For Gold - Vicky Fudala
RJ Lee Group, Inc. - Barbara Wise
Bowlby Library - Kathy McClure
Louise Gapen
Mari Bernosky
Linda Mariner



ELDERCARE ADULT DAY CARE

1505 Morris St., Waynesburg, PA 15370
(724) 852-2012

OPEN HOUSE MAY 20, 2009 4:00-6:00 pm

Featuring at 5:00 pm
A Workshop presented by

Michael D. Freker, ChFC, CFP:
"Social Security, Medicare, and
Long Term Care"

Open House Co-sponsored by:
Waynesburg Chamber of Commerce

Refreshments will be provided.

New Representatives

Jim Bunch, RN,
Account Executive

Albert Gallatin Home Care and Hospice
jbunch2619@amediy.com

Bruce Wermlinger

Waynesburg Borough - Manager

Lunch and Learn Series Announced by Chamber

The Chamber will be hosting a Summertime "Lunch and Learn" series for area businesses. This will provide an opportunity for some employee training without the expense of an all day conference or seminar. The event will run from 11:30 a.m. to 1:30 p.m. and will include lunch for the participants. The fee to enroll is \$30 per session and is open to the first 30 registrations as seating is limited. To register, please contact the chamber office at 724-627-5926 or waynesburgchamber@windstream.net

JUNE 25th

Handling Conflict and Confrontation

Presented by: Lisa Petro, Human Resources
- Southwest Regional Medical Center

Location: Southwest Regional Medical
Center, Guesman Room

Sponsored by: Southwest Regional Medi-
cal Center

Menu: Wrap, Wedding Soup, Parfaits and
Beverage

Reservation Deadline: June 18th

JULY 23rd

Marketing Tactics During Tough Times

Presented by: Tina Kreuzer, Marketing
Consultant, Creative Mindset

Location: Stryker's Grill

Sponsored by: Chuck's Collision Service
Reservation Deadline: July 16th

AUGUST 27th

Building Resiliency: How to Thrive in Times of Change

Presented by: Suzanne Patterson-Huff-
man, Owner, Foxfire Communications
and Director of Training and Development
at EDMC

Location: to be announced

Reservation Deadline: August 20th

A sponsor is being sought for the last seminar in the series. If you are interested in showcasing your business at the start of the presentation and having your company name attached to this event, please contact the Chamber office.

New Members

California University of PA Athletic Development

Mr. Dan Smith, Director of
Athletic Fund Raising
250 University Avenue, Box 34
California, PA 15419
724-984-0028
smith-da@cup.edu
www.cup.edu
Non-Profit

Shaffer's Fabricating, Inc.

Mr. Bill Shaffer, Jr., Vice President
Mailing -15 Liberty Street,
Smithfield, Pa 15478
Physical - 417 North Water Street,
Masontown, Pa 15461
724-583-2833
Fax 724-569-9678
diesel9@netzero.net
7 Employees

Custom Metal Fabricating & Mine Repair

Entrepreneur's Growth Conference June 4th at Duquesne University

Members of the Waynesburg Area Chamber of Commerce are invited to the 11th Annual Entrepreneur's Growth Conference on June 4, 2009 presented by Duquesne University Small Business Development Center. This full-day event allows you to "design your own conference" with over 20 expert-led workshops to choose from in areas of business planning, marketing & sales, strategic planning and growth management.

This year's keynote speakers are Jim Rudolph, CEO of Rita's Water Ice and previous owner of 47 Wendy's Restaurants and Dr. Giorgio Coraluppi, founder and president of Compunetics, Inc. Both will share what they have learned through their journey as business owners.

Spend the day reenergizing your business with new resources, ideas and contacts. Over 500 entrepreneurs are expected to attend! To learn more, visit our website at www.egc.duq.edu

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bers: Receive a
discounted rate of
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ister at www.egc.duq.edu and enter
the promo code
EGCDU09**

Question:

When do employees qualify for overtime pay? Is it when they work over 8 hours in a day or over 40 hours in a week?



Answer:

Non-exempt employees are required to receive overtime compensation for all hours worked over the standard 40 hours per week.

For more information on non-exempt versus exempt employees or other human resources related questions, contact us at 1-800-377-3539.



Members in the Spotlight



Dukate's Lasting Impressions Celebrates 15th Anniversary

This month Kathleen Dukate is celebrating her 15th year in business in Greene County. She started Dukate's Lasting Impressions when she realized that our area needed a business to help other businesses and organizations promote themselves.

Over the years she has learned how important promotional products can be in increasing sales, encouraging community participation, and motivating colleagues. As Kathleen has remarked: "When useful items, such as pens, caps, mugs, key tags, or folders, are given as gifts, the recipients are reminded each time they use the items of the company or organization whose name is on the product. That kind of reinforcement is invaluable to local companies and community agencies."

Early on, Kathleen relied on catalogs, mailings, and individual referrals to get the word out about the value of promotional products. Since then she has added e-mail, kdukate@windstream.net, and a web site, <http://dukates.logomall.com>, to make it easier for people to contact her when they are looking for just the right item.

Many of Kathleen's customers are from Greene County. And the fact that she gives a 10% discount to all Waynesburg Area Chamber of Commerce members makes working with her a distinct advantage. Some members have discovered that their membership fee is more than paid for by her discount and those extended by other members.

Oddly enough, some clients who have ordered just one item from Dukate's think that that's the only item she provides. "A t-shirt customer," she said, "sometimes thinks that I'm just in the t-shirt business. When, in fact, tee shirts are just one of a countless number of advertising products I can supply. Our original slogan, 'We can put your name on just about anything,' holds true even more today with all the new and exciting items available everyday."

Once more, congratulations to Kathleen Dukate as she celebrates 15 years in Greene County.

To mark the 15th anniversary of Dukate's Lasting Impressions, Kathleen is announcing a contest open to any member of the Waynesburg Area Chamber of Commerce.

- Phone or e-mail Dukate's Lasting Impressions between May 15 and June 15, 2009, and
- Name 15 different promotional products that you can order from DLI.
- Those who can name at least 15 will receive a 15% discount on one order placed before September 15, 2009.

To qualify the person or organization must be a current member of the Waynesburg Area Chamber of Commerce. The 15% discount will be awarded only once to a given individual or organization and cannot be added to the usual 10% Chamber discount.

Call 724.627.7478, or e-mail Kathleen at kdukate@windstream.net to join the celebration. Good luck.

THE FRAME-UP & GALLERY



In December 2003, the Frame-Up & Gallery joined other Main Street Specialty Shops with its grand opening. The business at 60 West High Street occupies the storefront that was the Purman Bank in the late 1800's and then, in the 1920's, was the home of Waynesburg's first Telephone Company. The building, owned by William Thomas and Ewing Pollock, was recently sold to Waynesburg Prosperous & Beautiful our local non-profit organization dedicated to the historic preservation of downtown.

The proprietor, John McCall, spent his working career in Industrial Management positions; however, his second love became that of custom picture framing. While working in St. Louis, Missouri, John befriended an individual that owned two frame shops in the City. He quickly picked up the basics and soon it became more than just a hobby. Because he was used to working on projects that did not come to fruition for long periods of time, custom framing a piece of art to John meant "instant gratification".

In the early 80's John returned to Waynesburg to assume the position of Borough Manager and also opened "Samuel P. Hoopers" a frame shop located in the lobby of the Fort Jackson Hotel. Later, he moved to Tennessee to assume another "real job"

but then returned again, eight years later, to retire and place his "more than a hobby" into a business. Now partnering with Susan Stoy, they dedicate their creative talents to those art interests of the area.

John is active in the Professional Picture Framers Association. He has the most up to date equipment available and is constantly interested in developing new skills that are readily shared in his industry. 10:00 am to 4:00 pm, Monday through Friday are his hours but, chances are, you will find them there just about any hour, enjoying, *instant gratification*.

JACK'S ELECTRIC



Jack Snyder has been working as an electrician for over 35 years. After retiring last year, he started Jack's Electric. He is fully insured and ready to serve individuals, small businesses and large businesses. Jack's Electric specializes in gas well service, meter sockets, underground installation, overhead installation, outdoor lighting, temporary electric service, breaker panels, outdoor receptacles, power saving circuits, energy efficiency improvements, ceiling fan installations and more. Jack and his wife, Pam, also own and operate a small family farm in Jefferson. Jack offers free estimates to Waynesburg Chamber members. He can be reached by calling 724-883-4529 or 724-344-3209.

National City 
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The result of The PNC Financial Service Group's acquisition of National City Corporation is a powerful new organization - one of the nation's top five banks by deposits and branches, with 60,000 employees across the United States and abroad.

The combined company has 6,000 ATMs, free for customers of both banks, and is better positioned to provide for the credit and banking needs of all customers - from individuals and small businesses to large corporations, government agencies and non profit organizations.

(continued on next page)

Members in the Spotlight (continued)

For more than 150 years, National City and PNC have helped build strong communities through executive leadership, strategic investments and employee volunteerism. Together in 2009, more than \$50 million is expected to be spent in communities to encourage home ownership, economic development and partnerships with community-based organizations.

Through PNC's Grow Up Great program, a 10-year, \$100 million investment in early childhood education, at-risk children are helped to prepare for school and life.

Protecting the environment is an investment in everyone's interest. PNC has been at the forefront of green business practices for more than a decade and has more LEED-certified green buildings than any company on Earth.

Additionally, PNC is listed as a "Business Week 50" top performing company (2008), is one of FORTUNE magazine's "Most Admired Companies" (2008), and is a "CIO 100" for Technology Excellence, CIO Magazine (2003-2007).

These accolades are important because they recognize the same thing customers do - PNC has the people, products and tools to help customers succeed in all aspects of their financial lives.

Through excellence in Retail Banking, Wealth Management and Institutional Investments, Corporate and Institutional Banking, Global Investment Servicing and Asset Management, PNC presents a world of possibilities for National City customers and for the communities where we all live and work. We are looking for a bright future. Together.



DNP student instrumental in VA partnership

Named one of "the country's finest nursing schools" by the Department of Veterans Affairs (VA), Waynesburg University's Department of Nursing is one of five programs across the country to establish a partnership with the VA Nursing Academy. The announcement, recently made by the VA, expands the number of collaborations between the VA Nursing Academy and nursing schools from 10 to 15.

"The expanded role of the Department of Veterans Affairs in the education of nurses will ensure the department has the nurses needed to continue our world-class health

care for Veterans," said Dr. Linda D. Johnson, director of VA Nursing Academy, in a news release from the VA. "The VA Nursing Academy expands the teaching faculty, improves recruitment and retention, and creates new educational and research opportunities."

Erika Dorsett, a student in Waynesburg University's Doctor of Nursing Practice program, was instrumental in establishing on-site classes at the VA Pittsburgh Healthcare System - Highland Drive Division. Waynesburg University's RN to BSN program began offering classes in its 13-month blended program at the VAPHS in March 2009.

"In her role as Professional Development Coordinator at VA Pittsburgh, Erika is working to enhance the application of scientific evidence in the VA's initiatives to prioritize patient safety and quality care," said Dr. Lynette Jack, director of Accelerated Health Programs at Waynesburg University. "She will serve as a co-project director for the partnership with Waynesburg University. The extensive activities undertaken during this partnership will be the basis of Erika's DNP practicum activities and capstone project, which are directed toward refining leadership skills and improving patient care outcomes."

Waynesburg University's onsite delivery at VAPHS features a cohort model, with a 30 to 48-credit curriculum which can be completed in three to four terms. Prior to the onsite delivery, VA nurses who wished to complete a BSN were encouraged to attend the University's program at one of its regional centers convenient to the student.

The relationship history with VAPHS goes beyond enrolled students. The nursing programs within the University's Graduate and Professional Studies division employ working professional nurses and other health care professionals with a minimum of a master's degree to teach in evening and weekend classes. Currently, 10 VAPHS employees teach in the RN to BSN, the Master of Science in Nursing and/or the DNP programs at Waynesburg University. In addition, more than a dozen VA professional nurses have served as preceptors for master's students during the development and implementation of capstone projects.

The VA Nursing Academy enables competitively selected VA-nursing school partnerships to expand the number of nursing faculty, enhance the professional and scholarly development of nurses, increase student enrollment by about 1,000 students and promote innovations in nursing education.

Other schools joining the VA Nursing Academy this year include Western Carolina University (Asheville, N.C.), University of Alabama (Birmingham, Ala.), University of Hawaii at Manoa (Honolulu) and Pace University (Manhattan and Brooklyn, N.Y.).

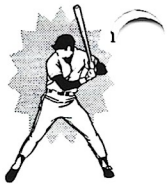
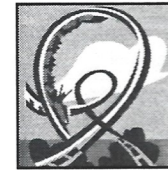
Waynesburg University is a private, comprehensive Christian university offering doctoral, graduate and undergraduate programs in more than 70 academic concentrations. Founded in 1849 by the Cumberland Presbyterian Church, Waynesburg University is located on a contemporary campus in the hills of southwestern Pennsylvania, with three adult centers located in the Pittsburgh region. The University is a member of the Council for Christian Colleges and Universities (CCCU) and is one of only 27 Bonner Scholar schools in the country, offering local, regional and international opportunities to touch the lives of others through service.

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!



PROGRESSIVE AGRICULTURE SAFETY DAY®

Wednesday, May 27th, 2009
8:00 a.m. - 2:30 p.m.
Greene County Fairgrounds - Livestock Building
Waynesburg, PA

*A fun-filled day of learning for Waynesburg Third Graders.
Topics for demonstrations and discussions include:*

Home Alone Safety	Firearm Safety
Bicycle Safety	Water Safety
Fire Safety	First Aid
Healthy Lifestyles	

This safety day includes snacks, a T-shirt, and take-home "goody" bag.
For additional information contact Cassie Coates
724-627-3745 or cjc2@psa.edu

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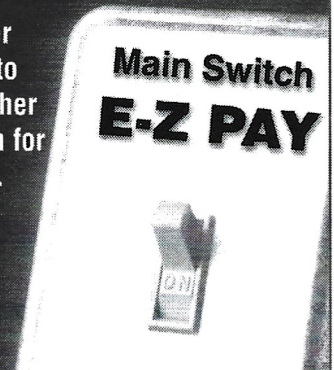
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CHAMBER OF COMMERCE**

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