



CHAMBER CHATTER

The Newsletter of the Greater Waynesburg Area Chamber of Commerce

April General Membership Meeting Wednesday, April 28th at Noon Iron Griddle Restaurant

- Speaker -
Chris Marshall, Marshall Resources
Topic: "Improving Employee Excellence"

All Chamber Members are urged to attend and to bring a friend.
If you are unable, please feel free to send a representative.
Meetings begin promptly at 12:05. Please feel free to be seated anytime.

1993 Meeting Schedule

APRIL

28 General Membership - Iron Griddle Restaurant

MAY

12 Board of Directors - Waynesburg Moose Club

26 General Membership - Rohanna's Restaurant

JUNE

9 Board of Directors - The Pepper Tree

23 General Membership - Waynesburg Elk's Club

JULY

14 Board of Directors - Rohanna's Restaurant

28 General Membership - Waynesburg Restaurant

AUGUST

11 Board of Directors - The Pepper Tree

25 General Membership - Waynesburg Elk's Club

SEPTEMBER

8 Board of Directors - Waynesburg Restaurant

22 General Membership - Iron Griddle Restaurant

OCTOBER

13 Board of Directors - Rohanna's Restaurant

27 General Membership - The Pepper Tree

NOVEMBER

10 Board of Directors - Waynesburg Elk's Club

17 General Membership - Waynesburg Restaurant

DECEMBER

9 Board of Directors - Waynesburg Moose Lodge

NO GENERAL MEMBERSHIP MEETING THIS MONTH - HAPPY HOLIDAYS!

New Referral Card System to Inform Members

Thanks to L.C.I. International and Representative Hank Compernelle, Jr., for the recent donation of funds to purchase the "Chamber Source Book" and accompanying newsletters. Within a few days of the arrival of the information in the office, one idea was picked from the hundreds offered and approved by the Board of Directors for use.

A new referral postcard will be mailed to members each time a referral is made by the office for their business. This will not only allow you the member to see what the office is doing for you, but will provide you with additional contacts as each card will contain the name and phone of the individual seeking the referral!

This is just another way that the Chamber is expanding it's services to you the member!

Policies and Procedures Needs Your Approval

The Long Range Planning Committee has spent several lunch hour meetings to write policies and procedures for the office. In the past, policies existed but were verbal for the most part and not in an approved format.

Enclosed in this newsletter you will find copies of the proposed policies and procedures. Preliminary approval was granted at the April Board of Directors Meeting and a final vote will be cast by the Membership at the April General Membership Meeting.

Please review the policies and procedures and be prepared to vote, if you have any questions or comments, please contact the office. Additional policies are still being developed and will be presented at a later date.

Your Letters of Interest Needed for Health Care Plan

Your Chamber is working to join forces with 39 other area Chambers of Commerce to offer member firms Blue Cross group health care and other employee benefits. Through the Chambers of Commerce Service Corporation, member firms can choose one of four Blue Cross/Blue Shield plans in addition to group life, short and long term disability, and dental and vision coverage. There is no medical underwriting restrictions for preexisting conditions and plans are available to firms as small as one person.

Companies interested in joining the plan should send a letter of interest to the Chamber office as soon as possible. Letters must be on company letterhead, state the number of full-time employees, the name of each employee's current health care provider and their policy number if any.

Please call the Chambers of Commerce Service Corporation at 232-6555 and ask for Kirk Ketchum if you have any questions regarding coverage or eligibility.

Join The Club

Thank you to the following members who have donated to the Educational Fund:

Marshall Resources - Chris & Sheila Marshall

Harry & June Anderson - Lifetime Honorary Member

Waynesburg Elks Club #757

Steinberg Vision Associates - Charles Steinberg

Edward D. Jones & Company - Dick Robinson

To date, these are the only members who have donated in 1993. Don't you want to see your name here????

Scholarship Applicants Have Big Plans

We will be awarding our third \$1500 scholarship for a Greene County student this month. The committee, chaired by Dick Robinson of Edward D. Jones & Company, had a very difficult decision to make. A record number of 27 applications were received this year and each of them were worthy of the scholarship.

Applicants for the scholarship this year have high aspirations. Seven want to become an Engineer with specialties in Environmental, Civil, Aero-Space and Biomedical Engineering. Five plan to study Pre-Med, three plan to study Nursing and one plans to study Biology. Continuing with the health related fields, Pharmacy, Occupational Therapy and Physical Therapy were also selected. The remaining fields selected were; Public Relations, Agriculture, Landscape Architecture, Building Architecture, Marine Science, Accounting, Computer Science & Business Management, and Music. Watch the May newsletter for details on the recipient.

Each year the Educational Fund Committee must raise funds so that the scholarship award may continue. If each member would donate \$5 each, the fund raising goal for the year could be met and the continuance of the program secured. It is such a small amount, won't you please send your \$5 today!!!

Whats Up??

Lions Club Governor Elvin L. Wooten announced recently that the Waynesburg Lions Club has more Lions active in the district than any other local club. Congratulations!!

Bauer Financial Reports, Inc., a bank research and rating firm has announced that Huntington National Bank has been awarded a five star rating for the second consecutive quarter. This coveted award ranks Huntington as superior for safety, strength and performance.

Raoul M. Walsh, chief executive officer at Greene County Memorial Hospital, has been named to a state committee that will plan and implement a comprehensive program for improving access to primary health care in underserved areas. His appointment to the Primary Health Care Practitioner Advisory Committee of the Department of Health was a result of a nomination from his peers, based upon leadership, commitment to primary care in underserved areas and demonstrated achievements in his field.

Newsletter Inserts and Advertising Policies

If you would like to place inserted material in the newsletter the rate for doing so is \$50 per issue. The material can be no more than two 8½ x 11 sheets. For arrangements, please call the office at 627-5926.

If you would like to place a business card size ad in the newsletter the fee for doing so is \$180 per year - 11 issues. As each issue is printed the fee pro-rated so please contact the office if you would like to reserve ad space. Each month the ads are rotated so that each ad will appear on the outside cover.

Tell Us How We Are Doing

Here's your chance to tell your Chamber what you think we need to be doing. Jot down your suggestions, opinion or other comments in this space and mail it to the Chamber at 26 West High Street.

ALL RESPONSES WILL BE SHARED WITH YOUR BOARD OF DIRECTORS.

(Optional) Name _____



P.O. Box 958

Waynesburg, Pennsylvania 15370

Phone 412-627-5555

Fax 412-627-4021

Board of Directors

Tracy Burns-Suter, President

Burns Floral Gallery
68 West High Street
852-2945

John Owen, Vice President . Individual Member

209 N. Liberty Street
627-6260

Chad Moore, Treasurer

First Federal Savings & Loan
25 East High Street
627-6116

Yvonne Pratt, Secretary

Fran's Lawn & Garden
1600 E. High Street
627-7295

Diane Bowlen, President..... Super 8 Motel

80 Miller Lane
627-8880

Mary K. Pruss

Peacock, Keller, Yohe, Day & Decker
102 East High Street
627-8331

Dick Robinson... Edward D. Jones & Company

82 West High Street
627-4045

Linda Corfont, C.P.A. 546 Braden Street

852-1737

Chas Huffman Radio Shack

2 Central Plaza
852-2800

Judy Rastoka WANB Radio

P.O. Box 958
627-5555

Shirley Stockdale Clerk of Courts

Greene County Courthouse
852-5282

Fran Suppok Fran's Lawn & Garden

1600 E. High Street
627-7295

Harry Anderson Lifetime Honorary Member

Hillcrest Avenue
627-5587

Pauline Crumrine

Greene County Commissioner
70 Crabapple Drive
852-2900

Jack McCracken McCracken Pharmacy
595 East High Street
627-5454

Lisa Torri William H. Martin

P.O. Box BC
Washington, PA 15301
228-4200

A Good Time To Be Had By All!

Don't forget, the Member Golf Outing is scheduled for July 10th at Rohanna's Golf Course in Waynesburg. Mark your calendars now for what promises to be an event full of fun and excellent business contacts. See and insert in this issue for further details or phone chairman Chad Moore at 627-6116.

Defense Procurement Opportunities Fair Scheduled Locally

California University of Penna., Slippery Rock University and Geneva College will sponsor the Southwestern Pennsylvania Defense Procurement Opportunities Fair on May 19th at the Holiday Inn Meadowlands.

Purchasing representatives from about 30 major corporations will offer personal counseling on subcontracting and vending opportunities. Federal and state purchasing agencies and exporting representatives will also be available. Attendees at past trade fairs and workshops have reported receiving more than 1,000 federal contracts, subcontracts and exporting contracts totaling over \$25,000,000!

Registration fee is \$40 which includes lunch. For reservations and further information, please call Debbie or Mike at 938-5881.

Seminars In Our Area To Help You Do Business

"Managing Your Workers' Compensation Costs," May 18th, 8 a.m. to 4:15 p.m., Sheraton Pittsburgh Northwest, Registration Fee - Chamber Members \$135, non-members \$185.

"How to Manage Priorities & Meet Deadlines," June 4th, 9 a.m. to 4 p.m., Pittsburgh, \$59.00 Registration Fee.

What Do You Have To Say??

Has someone in your company recently been promoted? Is there a special event coming up in your businesses or organization? Has your firm recently reached a significant milestone or received a prestigious award? Or maybe you've changed locations, hours, or added a unique new product or service?

WE'D LIKE TO KNOW ABOUT IT so we can try to share your news with other Chamber members by printing it in CHAMBER CHATTER. Give us a call or drop us a line and give us the scoop! We'll be happy to hear from you.

The deadlines for submission are the first of the month for inclusion in that month's edition. The Chamber reserves the right to edit as needed and the items will be placed on a first come, first serve, basis. However, we will attempt to use all material as it is presented to us.



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GENERAL MEMBERSHIP MEETING

MEMBERS PRESENT: Hank Compennolle, Jr.—LCI International, John Owen—Individual Member, Mary K. Pruss—Peacock, Keller, Mary C. Parkinson—Honorary Member, Barbara Cappellini—Community Bank, Naoma Lapping—Community Bank, Barbara McMillen—Bowlby Library, Judy Rastoka—WANB Radio, Millie Wonderling—Bowlby Library, Lisa Torri—William H. Martin, Kay Laskoday—Mountainview Gardens, Todd McConville—Information Solutions, Dick Robinson—Edward D. Jones, Chuck Baily—Baily Agency, Richard Scott—Scott Enterprises, Pauline Crumrine—County Commissioner, and Tracy Burns-Suter—Burns Floral Gallery.

President Tracy Burns-Suter called the meeting to order at 12:15 p.m. She welcomed everyone and asked for introductions around the room. On a motion by Dick Robinson, seconded by Richard Scott, the minutes of the previous meeting were approved as written. Executive Secretary Melody Longstreth reviewed the financial reports. Vice President John Owen presented the Secretary's Report for February.

COMMITTEE REPORTS: Tracy Burns-Suter announced that the Policy and Procedure Committee has completed its work. Policies will be brought before the membership for final approval once they have been approved at the April Board of Directors Meeting.

OLD BUSINESS: Tracy Burns-Suter announced that the Insurance still remains an unresolved issue. We have been given a quota of 35 businesses to sign up before we can enroll in the program as a Chamber. This figure is currently under dispute with the Chamber of Commerce Service Corporation. Melody Longstreth reported that plans for a debate between the candidates for sheriff on April 22 were finalized today. The event will be held at the Iron Griddle at 7 p.m. with a live broadcast on WANB radio.

Candidates for Waynesburg Mayor and Magisterial District 1 and 2 will present a five minute speech. Advertisements will begin in April. Pauline Crumrine reported that she testified in front of the Transportation Board last week in support of the Morrisville Project. It was very well received and the Board was impressed that a task force had been formed to study the problem. Funds have been granted to complete the needed environmental and engineering studies for the project. Dick Robinson reported on a program called "Revitalizing Main Street" which was presented at his office and very well attended by officials and business owners. The program focus is not just beautification, but the successful marketing of the downtown area. He donated a copy of the video to the Chamber office to possibly be used as a future presentation.

NEW BUSINESS: Tracy Burns-Suter announced a meeting with the Department of Corrections to inform local businesses how to do business with the prison. The meeting will be held on April 20th from 10 a.m. to noon at the Iron Griddle Restaurant. The office has been asked to publicize the event for the department. Tracy also asked for a volunteer to represent the Chamber of Commerce at the Bicentennial Celebration meetings and keep everyone informed as to what was happening. John Owen volunteered. Tracy reviewed a letter of support which the Chamber has sent in response to the Greentech program at Waynesburg College. The program will provide on the job training for high school students in a field of their choice and a mentor who will help them with their career and education. The Chamber has agreed to be a stakeholder in the program and help with its direction. Pauline Crumrine opened discussion on the possibility of featuring one or more members each month in the newsletter. This would be of benefit to new members and would be a nice way to increase our newsletter. The Board of Direc-

tors will look into this item further and decide how to incorporate into our current format.

SPEAKER: Tracy Burns-Suter introduced Hank Compennolle, Jr., our membership representative from LCI International. He reviewed the history of the company and our chambers membership agreement with them. He reviewed the benefits available to members through the discounted long distance and 412 area code calling plans. Tracy Burns-Suter thanked him for a recent \$150 donation from LCI for the purchase of Chamber reference materials.

ADJOURNMENT: On a motion made by John Owen and seconded by Kay Laskody, the meeting was adjourned at 12:55 p.m.

Respectfully submitted,
Melody R. Longstreth
Executive Secretary

Newsletter Plans For The Future

The past several months has been a time for great change and growth in our office and the newsletter has been a major part of that change. The format change, member advertising, a new name, and professional print services from Rhodes & Hammers Printing, Inc. have begun to make our newsletter shine.

Now another change is beginning, an additional page is being added along with member profiles and photos. For the remainder of 1993, members who have placed ads in the newsletter will be profiled. Beginning in 1994, a system will be in place to ensure that all members who wish to be profiled in the newsletter will have a chance to do so.

We hope that you enjoy the changes and continue to submit ideas which will help us better serve you.

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Estate Planning Seminar Sponsored By Hospice Care

Hospice Care, Inc., is sponsoring an Estate Planning Seminar as a public service to the residents of Greene and Washington counties. The event will be held on Monday, May 10, 1993 at 7:00 p.m. in the Community Room of Washington Federal Savings and Loan located at 77 S. Main Street in Washington, PA.

Presenters include Mr. Richard Gwennap, a partner in American Planning Services, Inc., who will outline basic concepts in estate planning. Mr. Gregory Hook, Attorney at Law, will present the legal aspects of estate planning and Ms. Maureen Myers, Attorney at Law, will correlate the tax implications. Ms. Peggy Hays, Certified Public Accountant, will serve as moderator of the program. Time will also be allotted for questions from the audience.

The Estate Planning Seminar is free and open to the general public, but since seating is limited, it is strongly recommended that anyone wishing to attend please call 627-8118 to reserve their place.

Downtown Revitalization

In March the local Edward D. Jones & Co. office hosted a televised seminar attended by over 25 business owners and community leaders titled "Revitalizing Main Street."

The live broadcast featured Kennedy Smith, director of the National Main Street Center in Washington, D.C. and a representative of the Pennsylvania Downtown Center.

Several examples of successful revitalization programs were illustrated. The thrust of the programs should not be beautification but rather consist of a set of intermediate and long term goals with the objective of marketing an active and vital downtown business area.

A second broadcast will be hosted on May 19 at the Edward D. Jones & Co. office. "This is an opportunity for business owners and city officials to hear firsthand from nationally recognized experts about ways to fund and maintain downtown revitalization programs," Dick Robinson said.

The program, broadcast live via satellite from Jones' St. Louis, Mo. headquarters, will feature two experts on revitalizing downtowns across the country. They are Kennedy

Smith and David Taylor, partner and founder of the consulting firm Taylor and Taylor Associates. The panelists will lead a hands-on working session to discuss specific problems and challenges facing downtown revitalization programs, such as raising funds, maintaining enthusiasm and marketing. Because the program will be broadcast live, the audience will have an opportunity to address questions to the panelists.

For more information on the Professional Education Network, contact Dick Robinson at 412-627-4045. The office is located at 82 W. High St. in Waynesburg.

City Directory Work Begun

The office has been notified that the Polk Company is in town to compile a City Directory for Waynesburg. To the best of our knowledge, one has not been done since the 1960's. Charles T. Phares is the regional field sales manager who will be working in the area. Further information can be obtained by calling (804) 359-6001.



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