

# CHAMBER CHATTER

The Newsletter of the Waynesburg Area Chamber of Commerce  
 Phone: (724) 627-5926 • Fax: (724) 627-8017  
 E-mail: wbgchamb@greenepa.net

## Welcome to Our Newest Members

**Sonja's 'Downhome'**  
**Sonja Bowlen**

30 North Washington Street  
 852-2245  
 Restaurant

**Ms. Penny Ketchem**  
**Waynesburg College**

51 W. College Street  
 852-3258  
 Individual Member

**Howard Excavating, Inc.**

**Carol J. Howard**

1140 E. High Street  
 627-3176  
 Excavating

**Fashion Bug**

**Thelma Lipchinsky, Manager**

120 Greene Plaza  
 852-1814  
 Retail Fashions

## Calling All Nurses

*Waynesburg College Addresses Critical Need for Nurses With Baccalaureate Degrees*

The bad news is that a nursing shortage has hit the region.

The good news is that Waynesburg College is graduating more nurses who are better-prepared in less time than ever before.

According to Dr. Patricia Kraft, Chairperson & Director for the Nursing Department at Waynesburg, the College has been gearing up for the shortage for several years now, with last year being its most successful year ever.

In fact, the College was recently informed that the class of 1999 completed the National Council Licensure Examinations (NCLEX) for Registered Nurses with a first test pass rate of 96%. This is a dramatic increase of the pass rate a decade ago, which was 72%.

"It's the best pass rate we've ever had," Kraft said. To date, all 1999 graduates have passed the exam, producing a total of 27 RN's, she said. Placement rates are currently near 100% for Waynesburg's nursing graduates.

## MEMBER PROFILE

### ALLEGHENY ENERGY, INC.

For Allegheny Energy, 1999 was an exciting year. They were in the right place at the right time to grow and succeed in the rapidly changing energy marketplace. They are especially proud of the many accomplishments of Allegheny Energy's employees in 1999. They achieved record operating earnings and experienced growth in earnings from their unregulated businesses. They launched their unregulated energy supply company and won new customers in markets beyond their traditional service area. They announced the addition of more than 800 megawatts to their growing generating fleet. They continued their successful move to electric competition in Pennsylvania and prepared for customer choice in other states. They expanded and diversified their energy delivery business to include 50,000 new customers in West Virginia, including the acquisition of a natural gas delivery business. They expanded their fiber optic network to more than 600 route miles and built upon their exceptional reputation for providing world-class customer service, while successfully managing year 2000 issues.

## BY-LAWS AND POLICIES AND PROCEDURES

In this issue you will find a copy of the proposed changes to the existing By-Laws and Policies & Procedures. A committee lead by Mary Pruss has reviewed and offered changes to the membership for their approval. In accordance with our By-Laws, this copy is offered for your review and an open discussion will be held at the April General Membership meeting. Please plan to attend this meeting to participate in this discussion. All items brought before the committee at this meeting will then be taken back for a final draft and presentation at the May General Membership Meeting. A special thank you to those who so graciously gave of their time; Mary Pruss, Chair, Andrew Corfont, Susan Stoy, Suzanne Huffman, Katy Shultz, Chad Moore, Sheila Barger and Richard Scott.

## Fashion Bug Grand Re-Opening

On April 27 and 28, the Waynesburg Fashion Bug in Greene Plaza will celebrate it's Grand Re-Opening with a preview on Thursday evening from 4 p.m. to 9 p.m. and an official ribbon cutting ceremony on Friday morning at 9 a.m. Local dignitaries have been invited to participate including our very own Miss Rain Day. Manager, Thelma Lipchinsky has invited Chamber members to attend and help celebrate the ribbon cutting. The Chamber welcomes Fashion Bug as a new member this month.

## GENERAL MEMBERSHIP MEETING

**WEDNESDAY, APRIL 26, 2000**  
**Noon • Golden Corral Steak House**  
**OPEN DISCUSSION OF CHANGES TO BY-LAWS,  
 POLICIES AND PROCEDURES**

# WAYNESBURG AREA CHAMBER OF COMMERCE

## General Membership Meeting

March 22, 2000  
Golden Corral Steak House

**MEMBERS PRESENT:** Karen Zalom-RAG American Coal, Debbie Inghram-Baltimore Life, Robyn Riggs-Cellular One, Suzanne Huffman-Communication Development Company-Theresa Knight-Knight Insurance & Notary, Laurel Long-Chamber Choice, Susan Stoy-Rep. DeWeese, Penny Ketchem-Waynesburg College, Carol Howard-Howard Excavating, John Glass-Observer Reporter, Mary Pruss-Peacock Keller, Drea Swanson-Observer Reporter, Katy Shultz-Hospice Care of the Washington Hospital, Sheila Barger-Laurel Bank, Ruth Enci-Area Agency on Aging, Millie Wonderling-Bowlby Library, Richard Scott-Scott Enterprises and Brad Pennington-Observer Reporter.

President Suzanne Huffman called the meeting to order at 12:20 p.m. She welcomed everyone and asked for introductions around the room. On a motion by Mary Pruss, seconded by Carol Howard, the minutes of the previous meeting were approved. Treasurer Richard Scott reviewed the Treasurer's Report and informed members that funds from the Auxiliary account has recently been placed into four separate Certificates of Deposit for a better return and that the General Operating Savings Account was changed from a passbook to a statement savings for better auditing control. On a motion by Robyn Riggs, seconded by John Glass the Treasurer's Report was approved. On a motion by Susan Stoy, seconded by Katy Shultz, the Secretary's Report was approved.

**COMMITTEE REPORTS:** John Glass, Chair of the Golf Outing, reported that there was not much new to report. Carmichaels Chamber is not interested in a joint venture with us and to keep the June 10th date at Carmichaels Golf Course may violate our By-Laws because the course is not a chamber member. Some discussion was held on ways to make the event work. Suzanne Huffman, Chair of the Revitalization Committee reported that the committee is moving forward with approval from the Board to become a member of the Main Street USA program. She has been receiving calls from interested individuals and currently has member from the County, the Borough and the Township on the committee. A town meeting is planned for May. Sheila Barger, Chair of the Educational

Fund reported that the applications are out and the deadline for entries is April 15th. Once entries are received the committee will review and select a winner. Mary Pruss, Chair of the By-Laws committee reported that the committee has finished reviewing the By-Laws and Policies & Procedures. The changes will be placed in the April newsletter for the membership review and discussed at the April General Membership Meeting. Robyn Riggs, Chair of the Miss Rain Day committee reported that the first meeting will be held tomorrow at noon at Groovy's and anyone interested in participating is welcome.

**OLD BUSINESS:** The bids for a new office computer was awarded at the March Board of Directors meeting. Huffman Electronics won that bid and soon the office will be back in good shape with a new computer and fax machine. Carl Shultz, the maintenance man for our building was able to fix the typewriter which was a nice plus. Also, the Tourism office has officially moved from our site to the Fairgrounds, however, the brochure area still remains so it is accessible to the public. Suzanne reminded everyone to take part in the ACS Relay for Life in May as a walker or donor. The luminary ceremony at dusk on the 13th of May is especially touching.

**NEW BUSINESS:** Susan Stoy announced that on this coming Sunday, a Community Day is being held for Rev. Barrett during the services at the First Presbyterian Church with a reception to follow. Suzanne Huffman asked everyone to complete the survey they received for the Central Greene School District.

Suzanne Huffman introduced Laurel Long from Chamber Choice who reviewed the benefits of Chamber membership through the Chamber Choice Health Insurance Plan and ADP Payroll Systems. They currently work with 62 Chambers in Southwestern Pa. They work with any size member business to provide health and dental coverage.

On a motion by Carol Howard, seconded by Katy Shultz, the meeting was adjourned.

Respectfully submitted,

Melody Longstreth  
Executive Director

## Region's Largest International Event Set For May 2000

*31-County Event to Motivate, Educate  
Companies to Seek Exporting Opportunities*

**PITTSBURGH**—The Global Trade Institute of the World Trade Center, Pittsburgh—in cooperation with the U.S. Department of Commerce Export Assistance Center and economic development agencies from 31 counties—today announced the second annual Western Pennsylvania International Trade Fair, the region's largest international event designed to help increase regional employment and sales through exporting.

The two-day event will be held on May 18-19 at the Pittsburgh Hilton and Towers. Its goals are to dispel the myth that exporting is "difficult" and to encourage local companies to do business overseas—all while boosting this region's economy and employment.

According to national studies, Western Pennsylvania significantly lags behind the rest of the nation in jobs linked to exports. Currently, this region has only about 80,000 jobs tied to exports. Local community leaders believe another 60,000 jobs could be created in the region if local companies adopted more aggressive global marketing strategies.

The event is being funded entirely through the contributions of local corporations with no public financing. Initial contributors include PNC Bank Corp., Mellon Bank Corp., United Parcel Service, Cohen & Grigsby, P.C., Dollar Bank, SMC Business Councils, Deloitte & Touche, L.L.P., International Business Center (Joseph M. Katz Graduate School of Business, University of Pittsburgh) and the Pennsylvania Department of Community and Economic Development (Office of International Business Development). For more information, contact Jennifer Shifler at 412-281-5656.



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## MISS RAIN DAY BIDS

In accordance with a newly adopted policy, all bids for services and products will be placed in the newsletter for all members to share in the opportunity to place bids. We are requesting that you utilize the following information in preparing a quote if you are interested in any of these projects.

### TEE-SHIRTS

Screen-printed tee-shirts for the contestants and committee members. Shirts to be orange with white printing of the Miss Rain Day Logo.

### CONTESTANT PHOTOS

A portrait sitting for each contestant at no charge to them with a framed 5x7 photograph of their choice. Additional photos may be ordered and paid for by the contestant.

### HIGHLIGHT AND PAGEANT VIDEOS

The pageant and activities leading up to the Pageant will be videotaped. The 2000 Pageant will be held on Sunday, July 23 at 6 p.m. in the Waynesburg Central High School.

### ACTIVITIES AND CONTESTANT SLIDE SHOW

A slide presentation of the contestants and their activities is show in the auditorium during the pageant. The time is to be approximately ten to fifteen minutes and the show must be set to music.

### THANK YOU SLIDE SHOW

A thank you slide show is also Pageant tradition. Please quote a price on thirty slides and price per additional slide over thirty. This show is narrated and does not need to be set to music.

### GROUP PICTURE

A black and white group photograph must be taken on May 24th at the Kick Off dinner at the Stover Center at 6 p.m.

### MISS RAIN DAY PHOTO SITTING

A sitting for Miss Rain Day 2000 will be scheduled after the Pageant. Please quote a price on two framed 8x10 color photographs and two black and white photographs.

### PROGRAM BOOK

500 programs; overall size of book 8 1/2 by 11 with a 1/2 margin on all sides; 80 inside pages on white coated stock with black ink; Outside cover on white Lustre Saxony, two color ink, black and orange with one photo; binding, two staples; 50 black and white photos; numbered inside pages; all ad copy to printer by July 5th; return of book to High School by July 22; please prepare additional quote for pages over 80; please prepare additional quote for photos over 50.

### TROPHIES

All trophies to bear silk screen version of the Official Miss Rain Day logo; top to feature a cup and beauty queen figure; one trophy 36" tall, 4 tiered for Miss Rain Day; one trophy 32" tall, 3 tiered for 1st Runner up; one trophy 30" tall, 3 tiered for 2nd Runner up; one trophy 28" tall, 3 tiered for 3rd Runner up; one trophy 26" tall, 3 tiered for 4th Runner up; four 5x7 engraved plaques for Interview, Sportswear, Talent and Gown winner; four 20" single tier trophies for Rain Maker, John O'Hara, Kelly Smotzer and Miss Personality awards; 8x10 plaque holding 5x7 photo with engraving for Miss Photogenic; 16x20 plaque holding 8x10 photo with engraving for retiring queen.

Please submit all bids to the Chamber office at 19 South Washington Street, no later than April 28th. If you have questions on any of the items listed above, please call the office any time.

## Habitat for Humanity Bicycle Events "2000"

**May 27, 2000 "Road to Prosperity"** 35 mile local ride from our Porter Street work site followed by an open house, refreshments, and speakers to answer questions on how \*YOU\* can get involved with Habitat for Humanity.

**June 23 & 24, 2000 "Western Edge 200"** 2 day 200 mile supported ride for those looking for a real challenge. Starting at Mt. Morris, Pa. and finishing at Presque Isle State Park on Lake Erie.

**July 14 & 15, 2000 "North Regional Bike-A-Thon"** 150 mile 2 day event taking riders from Yonkers, N.Y., to Phila., Pa. This is a ride you'll not soon forget.

**August 26, 2000 "King Coal Bike-A-Thon"** Fun for everyone. Chose your own event from 5, 10, 25, or 50 miles ending with the Coal Show Parade.

**September 16, 2000 "Cool Country Covered Bridge 103"** This ride will be a 103 kilometer (64 mile) event connecting many of Greene and Washington County covered bridges.

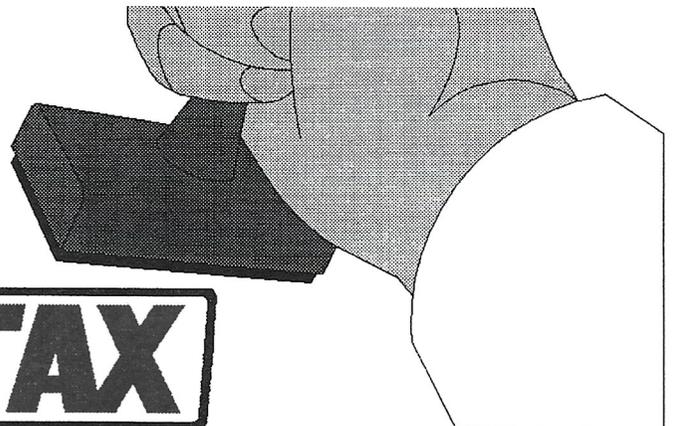
**October 7, 2000 "Habitat for Humanity Fall Bike-A-Thon"** A great time for the whole family with 12, 25, or 50 mile rides plus games and a Kid's Coral for the "Training Wheel" group.

For registration or information on these or any other Habitat for Humanity event please contact;

Greene County Habitat at  
(724) 852-2598  
John (724) 966-8415  
Kim (724) 966-8499

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## Tax Savings

Recently, with unemployment rates being at a record low, the job market has been ideal for employees to change employers as they look for new, better or additional benefits. This economic situation places the employer in the position of reevaluating his method of retaining good employees. At the same time, increasing health insurance premiums add a dilemma for the employer. Does the employer pay for all of an employee's health insurance or does the employer maintain a partial contribution and have the employee contribute any difference?

A way to address this dilemma is to include a Section 125 Plan as part of the company's benefit package. A Section 125 Plan, also known as a flexible benefits plan, receives its name from the section of the Internal Revenue Code under which it is governed. A flexible benefit plan may involve an arrangement whereby employees contribute for nontaxable benefits on a before tax basis by taking payroll deductions. Examples of nontaxable benefits are health insurance or term life insurance not exceeding \$50,000. This type of plan is beneficial to employees because the payroll deduction is taken from an employee's gross pay before federal income, social security and state taxes are withheld. Thus the employee receives more disposable income. Furthermore, the employer also benefits by the employees' participation. Since the employee is not required to pay social security tax on the insurance premium deduction, the employer's tax liability on social security is also decreased.

As with all federal regulations, there are certain requirements regarding record keeping, participation eligibility, notice to employees, or cancellation of participation. There are several ways to administer a Section 125 Plan, including; managing the program in house or through ADP if the company uses their payroll services. If you have questions regarding the benefits or requirements of participation in a Section 125 Plan, please, call ChamberChoice at 1-800-377-3539.

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## \$1,500 SCHOLARSHIP APPLICATION DEADLINE APPROACHES

The Waynesburg Area Chamber of Commerce is reminding area high school seniors that the application deadline for the \$1,500.00 Scholarship is Friday, April 14th.

Sheila Barger, Chairperson of the Educational Scholarship Fund Committee stated this is the ninth year the Chamber will award the \$1,500 scholarship. The scholarship program is open to any Greene County student who will be graduating from high school this Spring.

The Chamber urged all high school seniors who have been accepted to a College or Technical School as an incoming freshman this Fall and have maintained a cumulative grade point average of 3.0 or better while in high school to apply for this scholarship.

Applicants will be required to furnish a listing of their community activities and local involvement and must write an essay on "What is your purpose in life and how do you plan to address this purpose through your education?"

Applications are available from high school principals as well as the Greene County Vo-Tech or can be obtained by calling the Chamber office at 627-5926.

Completed applications must be submitted by 4:00 p.m. on April 14th. The winner will be announced by May 6th.

## THE MECHANICS OF STARTING A SMALL BUSINESS

"The Mechanics of Starting a Small Business" is a vigorous seminar that will give you the vital 'nuts and bolts' for establishing your business. Learn details about the legal and tax requirements involved as well as how to secure start-up capital. An informational packet will also be provided.

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- Budget for Your Expenses
- Register Your Business Name and Obtain a Federal EIN
- Apply for Licenses to Operate Locally and in Other States
- Register for Workmen's Compensation and Unemployment Insurance

This seminar will be held from 8:00 a.m. - 10:00 a.m. and include a question/answer period during the final hour. The Washington Outreach Program is offered the second Thursday of each month, alternating with our Greene County Outreach Program each month:

### Washington Outreach:

Thursday, May 11:

Washington County, Washington, PA

### Waynesburg Outreach:

Thursday, June 15

Greene County, Waynesburg, PA

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Fax to Pam Reddy at (412) 227-6552; or mail to USX Tower, Suite 5500, 600 Grant Street, Pittsburgh, PA 15219.



Applications are now available for the Miss Rain Day pageant. Please call the Chamber office for information.

Phone (724) 627-5926



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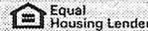


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<b>McMurray</b> 724-941-9030	<b>Pioneer</b> 724-499-5136	<b>Washington</b> 724-225-5300	<b>Waynesburg</b> 724-852-1715



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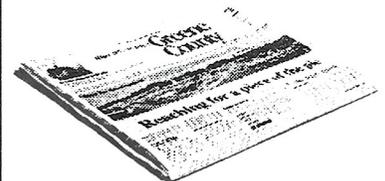
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### WAYNESBURG AREA CHAMBER OF COMMERCE

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