



# CHAMBER CHATTER

The Newsletter of the Greater Waynesburg Area Chamber of Commerce

## MEMBERSHIP PROFILE

### The Baily Agency, Inc.

In 1890, Idaho and Wyoming became our 43rd and 44th states, Chief Sitting Bull was killed in battle, Cy Young pitched his first National League game and the Baily Agency sold its first insurance policy.

The Baily Agency was featured with a picture and article in the 1906 publication, Waynesburg Prosperous and Beautiful, which stated, "No one is more familiar with the resources, probable growth and developments to follow than the firm. This is the largest and oldest insurance, real estate, and loan agency in the County. They represent the largest and best fire insurance companies in America and their patrons have the benefit of their experience of years in business."

Charles Baily, Sr., expanded their operations by opening up the Washington office in 1973. Today, the Corporation specializes in all types of commercial insurance including employee benefits. They also write all types of personal lines coverages as well. The Agency has over 1,500 clients ranging in premium size from \$50 to \$750,000. Last year annual sales were over \$7 million.

Baily Real Estate Agency, a subsidiary of the Baily Agency, brought a new name to Greene county in 1994 by affiliating with the national real estate network Coldwell Banker. Coldwell Banker Baily Real Estate is now able to provide clients with a nationwide referral and relocation system along with the same level of quality service that Greene County has come to expect from Baily Agency. Karl Baily is Broker of Record and also one of the two State Certified Residential Appraisers in Greene County. Associate Brokers' Nancy Dukate and Allen Hill are full-time real estate salespersons as well as apprentice appraisers.

Coldwell Banker Baily Real Estate is the only real estate office in Greene County with all staff members having their Brokers' licenses, full-time appraisal services, and the only real estate company to have a computer link to the multi-list system, which provides up-to-the-minute information on listings and sales in the County real estate market.

Both Dukate and Hill have been honored every year since the inception of the "Circle of Excellence" awards given by the

Washington-Greene Association of Realtors for outstanding production and service. With this hardworking, knowledgeable team of professionals, both Sellers and Buyers can "Expect the Best"!

The Agency currently has sixteen staff members in its two offices. Their top five management staff average over twenty-five years experience. Education is also important to the Agency. At present, twelve employees either have received or are working toward specialized designations in their respective fields. Chuck Baily, Jr., John Blosser, Len Brown, Joe Rohanna, Stewart Brown, Virginia Glidden, Betty Forman, and Terri Rohanna manage the commercial accounts; Janet Malik, Joyce Farrier, Michele King, and Robin Simons service the personal lines accounts; and Lois Moore, Carol Brookover, and Kathy Chopyak provide auxiliary support.

Finally, the Baily Agency recognizes its responsibility to be involved in our community. In addition to giving generously to a variety of our non-profit institutions, the staff volunteers a significant amount of time in many different organizations and ministries. They have been directly involved in starting Greene County Habitat for Humanity and the Greene County EAL College Opportunity Program, both of which were initially given office space and secretarial help. Various staff are also members of the Lions Club, Rotary, and United Way Board. The Agency motto of "We Make A Difference" has become the standard for professional service and involvement within the community.

## Congratulations to . . .

Chad and Beth Moore on the birth of their daughter, MaKayla Beth.

## CCSC Enrollment Period Approaches

Businesses interested in enrolling in the Chamber's Blue Cross/Blue Shield group health plans are encouraged to contact the Chambers of Commerce Service Corporation to take advantage of the annual open enrollment period and sign up for coverage as early as April 1st.

During the enrollment period, which runs from April to June, all current and new Chamber members can enroll in these comprehensive and cost effective group health care plans. The plans are available to Chamber member firms with as few as one employee and without exclusions for pre-existing medical conditions. Current subscribers can take this opportunity to choose among the various plans available. Group Dental and Vision plans are also available separate from any health coverage.

The CCSC will hold a meeting for all interested firms during this time to explain the plans. The time and location of that meeting will be announced shortly. For more information, call either Cheryl Zebert or Kirk Ketchum at the CCSC offices at 412-227-6555 or 1-800-377-3539.

## General Membership Meeting & Speaker Wednesday, February 22nd at Noon Elk's Lodge

Guest Speaker: Joyce Winters, Penn SERVE  
(Community Service Student Leadership)

All Chamber Members are urged to attend and to bring a friend.  
If you are unable to attend, please feel free to send a representative.  
Meetings begin promptly at 12:15. Please feel free to be seated anytime.



## 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.

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# GENERAL MEMBERSHIP MEETING

**MEMBERS PRESENT:** Andrew Corfont, Community Bank; Chad Moore, First Federal; Clark Patterson, Huffman-Whipkey; John Owen, Special Events Commission; John Loeper, Fox Auto Sales; Mary Parkinson, Greene County Nurses Club; Dr. Robert Interval, Interval Chiropractic; Jeannie Kiger, Outstanding in the Woods; Mike Simms, Knights of Pythias; Richard Scott, Scott Enterprises; Harry Anderson, Honorary Member; Walter Christopher; David Cline, Waynesburg College; Karen Galentine, Waynesburg College; Timothy Thyreen, Waynesburg College.

President John Owen called the meeting to order at 12:15 pm. He welcomed everyone and asked for introductions around the room. On a motion by Clark Patterson, seconded by John Loeper, the minutes of the previous meeting were approved as written. On motion by Harry Anderson and seconded by Mary Parkinson, the Treasurer's report was approved. On a motion by Mary Parkinson and seconded by Richard Scott, the Secretary's report was approved.

**COMMITTEE REPORTS:** Andrew Corfont (Chairman Miss Rain Day Scholarship Pageant) reported a Rain Day committee meeting would be held Tuesday, January 31 at Hometown Hot Dogs. Anyone interested in helping this year should contact Andrew.

John distributed 1995 Committee Sign up Sheets and asked everyone to participate.

**OLD BUSINESS:** No old business to report.

**NEW BUSINESS:** John introduced the five new board members; Millie Wonderling, John Loeper, Chad Moore, Andrew Corfont, and Stanley Majesky. And also the 1995 Officers; John Owen, President; Chad Moore, Vice President; Kay Laskody, Secretary; Brian Waychoff, Treasurer.

**SPEAKER:** John introduced Timothy Thyreen, President of Waynesburg College. President Thyreen proceeded to inform the Chamber of the many positive things happening at Waynesburg College. The College has raised over ten million dollars for capital improvements. With that economic effect translating into twenty-five million dollars for southwestern Pennsylvania. Waynesburg College students perform over eight hundred hours of community service per week. The newly renovated back

campus "quadrangle" will be formerly dedicated on the College's Charter Day, March 21. At that time ground breaking will also be held for the new college theater. The public is invited to attend. Plans are to renovate the College library and to build the Frank Wolf Field House at the College football field. President Thyreen also told those in attendance the College is continuing to bury utility cables. Waynesburg College has donated \$10,000 to the Waynesburg Parks Commission for lighting of the parks. He also informed the membership that the Richard King Mellon Foundation gave \$300,000 to fund service projects for Waynesburg College students. From President Thyreen's presentation the Chamber members were made aware of the myriad of projects happening at Waynesburg College.

**ADJOURNMENT:** On a motion made by John Loeper and seconded by Clark Patterson, the meeting adjourned at 12:45 p.m.

Respectfully submitted,  
Chad Moore

## Government Contracting and Exporting Assistance

California University of Pennsylvania's Government Agency Coordination Office (GACO) invites all area businesses to attend an "Open House" at its Washington Office from 9:00 am to 2:00 pm on Tuesday, February 28, 1995. The GACO Washington Office is located in Suite 215 at the Plaza Building, 150 West Beau Street.

Mrs. Lorraine Yasenosky, manager of the Washington Office, will welcome all visitors, conduct a tour of the GACO office, and explain the many free services available to assist local businesses to enter the fields of government contracting and exporting.

California University's GACO program currently is assisting over 800 firms in southwestern Pennsylvania to obtain federal, state, and export awards. Over the past 9 years, firms have been helped by GACO to obtain 6,543 contracts totaling \$323,782,518.

Businesses interested in attending the Open House and learning about GACO's services are invited to contact Lorraine at 412-223-4568.

### GOVERNMENT CONTRACT AND EXPORT OPPORTUNITIES

**\$15 BILLION MARKET ANNUALLY FOR SMALL BUSINESSES**

California University of Pennsylvania's  
Government Agency Coordination Office

invites you to attend an

"OPEN HOUSE"

Tuesday, February 28, 1995

9:00 am to 2:00 pm

at

GACO's Washington Satellite Office  
Plaza Building - 150 West Beau Street  
Suite 215  
Washington, PA

This "OPEN HOUSE" will give you the opportunity to discuss your entry into the government or exporting marketplace.

**DISCUSS:**

- \* Federal contracting opportunities
- \* State contracting opportunities
- \* Exporting markets
- \* Subcontracting opportunities
- \* Bidders lists
- \* Support and assistance available to help you enter these markets

For more information, please call Lorraine Yasenosky, Manager of the Washington Office, at 412-223-4568.



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