



CHAMBER CHATTER

The Newsletter of the Waynesburg Area Chamber of Commerce
Phone: (412) 627-5926 • Fax: (412) 627-8017
E-mail: wbgchamb@greenepa.net

COMING ATTRACTIONS

We received a very substantial contribution to our SCHOLARSHIP FUND from a local organization. Picture and story next month! **You will meet them at our February 26th Meeting!**

Open enrollment for ChamberChoice Health care plans takes place in July. This is the time for current ChamberChoice subscribers to renew their plans, switch to other plans, or add additional benefits. More importantly, this is a prime opportunity for you who do not have ChamberChoice to enroll in one of their value-added plans. Keep an eye open for the MAY 1997 DATE when Cheryl Zebert of ChamberChoice will be in Waynesburg to speak to our subscribers and other interested members. The meeting will be held at First Federal Savings and Loan during the lunch hour and I will inform you of the exact date in our next newsletter. **This is an important meeting to attend! See enclosed press release!**

Hear Ye . . . Hear Ye – The Torch is Coming!!! The PA State Grange is proudly celebrating its 125th Anniversary this year and it's blazing a trail across the state as it celebrates its rich history. The "Olympic-style" event is coming to every Grange county in our state. The program will include the "passing of the torch" and the public is invited as the torch makes its way from Washington County Pomona Grange to Greene County Pomona Grange on March 1st (4:30 pm) at East Franklin Grange Hall, RD#3, Route 218, Waynesburg . . . Ham Sandwiches, Salads, Desserts and Punch **at no charge.**

THANK YOU

Suzanne Huffman, Marketing Director & Partner of Communications Development Company* and Chamber Board of Directors Vice President, spoke at the General Membership Meeting on the 29th about the advantages of being on the Internet and how Internet is becoming a bigger part of our daily lives. Suzanne reminded us that Corporate America is spending millions upon millions of dollars to educate the consumer about this service; advertising campaigns throughout all kinds of media have been created to lure us to the internet and to their websites. Suzanne said those who "surf" use the Net for book reviews, real estate listings, insurance pricing, weather reports, horoscopes, trivia, famous quotes, career development, lottery numbers, concert information, hardware, software, shareware, freeware, (underwear) . . . news, sports, current events from around the world, career development, newspapers, magazines and movies online. "You name it, you can get it or information about it on the Web." She likes to think of it as a huge collection of libraries, yellow pages and shopping malls at your fingertips. As a tool for marketing, Suzanne believes it is a "new and dynamic way to advertised." She said that some economists believe that the seemingly flat retail sales experienced by some retailers this Christmas season can be attributed to internet purchases. Caution is warranted though; unrealistic expectations about the internet, as with any advertising medium, can throw you off. Right now advertisers see the internet as an economic way to disseminate information to a vast audience with disposable incomes. Connectivity is huge . . . there is no doubt about this. The possibilities are seemingly endless for the use of the web especially through group efforts. Presence on the internet is more powerful for small and medium size businesses when they join

forces. The theory of connectivity simply asserts that the more ways surfers have to find you the greater the likelihood that they will . . . connecting with other sites is imperative for success.

Providing the professional community design, training and material for enhanced communications.* Communication Development Company (CDC) is located at 1602 E. High Street in Waynesburg and is owned and operated by partners Toby Fancher and Suzanne Huffman. CDC is a full-service marketing company offering: **graphic design, marketing plans, sales training and support, computer-generated slides and videos and employee/corporate communication programs.

"CDC offers its clients the best possible solution to their communication challenges. Every person and/or company has a message to send, whether it's a sales pitch, a contract proposal, a marketing plan or just a great idea. Through the use of technology, creativity and training support, CDC can make any message reach its audience in the best, most effective manner."

Dues News

Thanks to each of you who have paid your dues so promptly. Unfortunately, we need ALL the renewals, so that we can get on with Chamber business . . . like recruiting. Possible "Business After Hours" gathering. We are planning an aggressive membership campaign. IF YOU HAVE ANY IDEAS, please give us a call. There are hundreds of businesses in this area that are not members of their Chamber and as you know, our effectiveness depends on the support of Waynesburg businesses, services and individuals. PLEASE talk to other businesses that have not yet joined. There is so much more we can do TOGETHER.

| Number of Employees | Dues |
|---------------------|----------|
| 1-5 | \$ 65.00 |
| 6-10 | \$ 75.00 |
| 11-20 | \$100.00 |
| 21-50 | \$130.00 |
| 51-100 | \$150.00 |
| 100 + | \$160.00 |
| Banks | \$160.00 |
| Individuals | \$ 30.00 |
| Non-profits | \$ 40.00 |

We hope you have enjoyed using your \$10.00 prepaid MCI card as well as your new Membership Directory. Again, if you have suggestions or ideas for this Chamber we would welcome your input.

General Membership Meeting Wednesday, February 26, 1997 at noon The Golden Corral

Guest Speaker: Farley Toothman, Greene County Commissioner
"Airport Plans"

All Chamber members are urged to attend and bring a guest.
If you are unable to attend, please feel free to send a representative.

This is a revised list of our Board for 1997: Please keep for easy access to our Board.

**WAYNESBURG AREA CHAMBER
OF COMMERCE**

1997 BOARD OF DIRECTORS

†*Jacqueline A. Dane, Executive Director*
[412] 627-5926 • Fax: [412] 627-8017
E-Mail: wbgchamb@greenepa.net

| | | | |
|--------------------------------|------|----------------------------------|------|
| President | | Shirley Stockdale | 1999 |
| † Andrew Corfont | 1997 | Clerk of the Courts | |
| Vice President | | The Court House | |
| Community Bank | | Waynesburg, PA 15370 | |
| 30 West Greene St. | | 852-5282 | |
| Waynesburg, PA 15370 | | Millie Wonderling | 1997 |
| 852-1715 | | Eva K. Bowlby Library | |
| Vice President | | 311 North West Street | |
| † Suzanne C. Huffman | 1998 | Waynesburg, PA 15370 | |
| Marketing Director & Partner | | 627-9776 | |
| Communications Development | | Ann Whipkey | 1998 |
| 1602 East High Street | | Huffman Whipkey Insurance Agency | |
| 852-3078 | | 1122 East High Street | |
| Secretary | | Waynesburg, PA 15370 | |
| † Jackie Brodak Kingora | 1998 | 852-1811 | |
| Tourism Coordinator | | Kevin Policz | 1998 |
| County Office Building | | 1100 Park Avenue | |
| 93 East High Street | | Waynesburg, PA 15370 | |
| Waynesburg, PA 15370 | | 627-9020 | |
| 627-TOUR | | *Merle Williams | 1998 |
| Treasurer | | ALLTEL of Penna. | |
| † Donna Morosky | 1999 | 55 West Greene Street | |
| Observer-Reporter | | Waynesburg, PA 15370 | |
| 32 Church Street | | 852-8260 | |
| Waynesburg, PA 15370 | | John Owen, Director | 1999 |
| 852-2602 | | United Way | |
| Chad M. Moore | 1997 | 80 Crabapple Drive | |
| First Federal Savings & Loan | | Waynesburg, PA 15370 | |
| 25 East High Street | | 852-1009 or 627-6260 | |
| Waynesburg, PA 15370 | | Selene Sowden | 1999 |
| 627-4249 | | Fayette Bank | |
| Stanley Majesky | 1997 | 1 West High Street | |
| Greene County Job Service | | Waynesburg, PA 15370 | |
| 653 East High Street | | 627-6126 | |
| Waynesburg, PA 15370 | | Fax: 627-6645 | |
| 627-6181 | | *Richard Scott | 1997 |
| Loretta Garber | 1999 | Scott Enterprises | |
| Integra Bank | | 265 Rolling Meadows Road | |
| RD#3 Waynesburg Plaza | | Waynesburg, PA 15370 | |
| Waynesburg, PA 15370 | | 627-5723 | |
| 852-2728 | | *Appointed to fill term | |
| | | † <i>Executive Committee</i> | |

WHAT'S NEW

We are now on the Internet and our new E-Mail address is:

wbgchamb@greenepa.net.

WHO'S NEWS

Jackie Brodak-Kingora, our Board Secretary and the Tourism Coordinator for the County of Greene is distributing a brochure of SPECIAL EVENTS FOR THE YEAR. She only printed a minimal number; if your event is not listed she will be happy to put it on the next printed schedule. Jackie may be reached at 627-8687. Also, the county is offering you an opportunity to advertise in their new 1997-1998 Visitor's Guide.

We received a letter from Sheila Barger, Carmichaels Chamber of Commerce Secretary & Banquet CoChairperson announcing their 51st Annual Dinner-Dance on Saturday, April 26, 1997. Cocktail hour from 5:30 to 6:30 pm. Dinner at 6:30. Dancing will follow from 8:30 to 11:30. \$15.00 per person. If you would like to attend, contact her at 966-5075.

We are very grateful to the following Members who have graciously agreed to chair committees this year: **Merle Williams of Alltel will be heading up our Membership Committee.** **Chad Moore & Stan Majesky will co-chair the Golf Outing which will be held on August 9th this year-Andrew Corfont and his outstanding Committee are already hard at work on the Miss Rain Day Scholarship Pageant, which will be a tribute to the "Disco Years" on July 27th.** Our Rain Day Booth committee is being chaired by Chad Moore and Selene Sowden. Shirley Stockdale and Donna Morosky are chairing The Distinguished Service Award Banquet held in October. **WE ARE STILL SEEKING A CHAIRPERSON & COMMITTEE for the Christmas Parade!!!** It's a chilling experience, just ask Melody Longstreth, Chad Moore and Kevin Policz, to name a few . . . seriously, we need you! Andrew is again chairing the Holiday-sing-along. **Bylye Miller has offered to work on several committees this year and we are grateful.** Stan Majesky is hearing up the Educational Fund/Fund Raiser; Jackie Kingora and Suzanne Huffman are our Long Range Planning, Policies Committee chairs; Kevin Policz and an impressive, still growing committee are launching the Beautification/Downtown Improvement Committee and John Owen is head of the Speaker's Committee. Thanks to all of you and the individuals who have graciously volunteered their time to be a part of these committees. **We still need more assistance—call Jackie at the Chamber if you can join one of these committees a wonderful way to "make a difference."**

GREAT NEWS

All members will be featured on our INTERNET WEB PAGE, alphabetically and under service provided The Web page will be similar to the Membership Directory you now have and we will update for new members. Another incentive for joining!

NEWSLETTER INSERTS & ADVERTISING POLICY

If you would like to place INSERTED MATERIAL, the rate for doing so is \$50 per issue. The material can be no more than two 8-1/2 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 is \$190 per year -11 issues. As each issue is printed the fee is pro-rated. 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.

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Information In
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for more than 85 years.*



Observer-Reporter

32 Church St., Waynesburg, PA
852-2602 or 1-800-222-6397
Ext. 3345 or 3357

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ALLTEL takes pride in community involvement, from the telecommunications services we offer, to our community volunteer efforts.

As community volunteers for school programs, we introduce the younger generation to the wonders of the phone. At local events we educate the public on what lies beyond those phone lines.

But our efforts don't stop there. We continuously update our equipment to keep in step with growth and development in your community.

For all your community's needs, we're there, keeping your lines of communication open and more.



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savings and loan association

of **GREENE COUNTY**



Phone 627-6116

FDIC
INSURED

**COMMUNITY
BANK**

Carmichaels: 966-5041
Waynesburg: 852-1715
Greene Plaza: 627-3134
Greensboro: 943-3581
Pioneer: 499-5136
Washington: 225-5300
McMurray: 941-9030
Claysville: 663-7723

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Funeral Director

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City**

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Waynesburg Office
852-2401

BFayette Bank

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An Affiliate of BT Financial Corporation

| | | | |
|--|--|--|---|
| Main Office Uniontown 58 West Main Street Uniontown, PA 15401 412/438-4531 | Cherry Tree 341 McClellandtown Road Uniontown, PA 15401 412/439-3907 | Fairchance 67 West Church Street Fairchance, PA 15436 412/564-7447 | Giant Eagle Route 51 Fayette Plaza Uniontown, PA 15401 412/438-8586 |
| | Jefferson 36 Greene Street Jefferson, PA 15344 412/883-2215 | Waynesburg 1 West High Street Waynesburg, PA 15370 412/627-6126 | |

Equal Opportunity Lender



We're Here To Help You . . .

Rep. Bill DeWeese

54 Washington St.
Waynesburg, PA
627-VOTE

PENNSYLVANIA **JOB CENTER**

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Greene County Job Center

653 East High Street, Waynesburg
627-6181

**" . . . designed to provide a full range of employment,
training and related services TO THE EMPLOYER,
without charge . . ."**

HELP US KEEP OUR MAILING LIST CORRECT

If there is a mistake on your mailing label or the person whose name appears on the label is no longer with your company, please drop us a note or give us a call. We'll correct it right away.



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newsletter with others in
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