

CHAMBER CHATTER

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

MESSAGE FROM THE PRESIDENT

Greetings!

Winter is hanging heavy on us all, but your chamber is making great things happen anyway!

Melody's time is now fully spent on chamber activities and we are about to create a new policy and procedure manual and revise the by-laws. The current versions were distributed to the board at this month's meeting for suggestions for updates and revisions. You too can get involved in this committee by simply signing-up at the general membership meeting. The by-laws and policy committee is very important for the future of the chamber and is being chaired by Mary Pruss. If you would like to see current documents or submit any suggestions, please contact Melody or Mary.

New developments are popping up for the revitalization effort too. I have met twice now with the county commissioners to discuss their role in our project and they are in agreement with our needs for improvements in the Waynesburg area and will be with us as we move forward. On Thursday, February 3, I met with Larry Hombake of Senator Santorum's office along with Don Chappel of the GCIDA to discuss economic development in our area. With any luck, he will guide us to some resources. On February 23 (the same day as the general membership meeting) I will be attending a seminar sponsored by Grantmakers of Western Pennsylvania to collect information and contacts for grant funding of projects. We are still in a hunt-and-gather mode with this project, but, with the help of the committee, I will have a more formal plan to present in April. The next meeting of the Revitalization Committee is scheduled (come h— or high water) for Tuesday, February 29 at GCMH beginning at 8:30 a.m. Come join us!

The general membership meeting will be quite informative this month. Our speaker is Judy Loughman, the recruiting manager for the area for the 2000 Census.

Hope you will attend.

Best regards,
 Suzanne C. Huffman
 President

Welcome to Our Newest Member

Dr. Amy Rameas
Greene County Family Practice
 430 East Oakview Drive
 Waynesburg, PA 15370
 (724) 627-8582
 (724) 627-7756 Fax
 Medical Office – Family Practice

THANKS

Thanks to Laurel Bank for allowing the Chamber staff to park in their parking lot during office hours.

Thanks to Kyowa America for donating a hard drive, keyboard and mouse to the Chamber office to use in case of emergency. Our current hard drive is about to 'Crash.'

MEETING NOTICE REVITALIZATION COMMITTEE

Tuesday, February 29, 2000
 8:30 p.m.
 Greene County Memorial Hospital
 4th Floor Conference Room
 Continental Breakfast \$3.00

Homebased Business Bill H.B. 2185

We received a message from Jack Holefelder, President of the Delaware County Chamber of Commerce asking for support of H.B. 2185 sponsored by Rep. Bill Adolph (R-165 Del Co) and numerous co-sponsors from around the state. 2185 is a "homebased business" enabling legislation that will provide opportunities for small business to start and prosper and will assist some of our larger companies to provide employment for Pennsylvania residents to work at home. In this age of new technology, the home office can virtually touch all corners of the world without upsetting the quality of life in their neighborhood. We see this as an apple pie Chamber bill that is not only good for Pennsylvania, it's also good for our membership. Many of our homebased businesses have to work from post office box numbers, which exclude them from bidding on government contracts and corporate contracts. We encourage you to support this bill by calling your state representative and ask them to "get on board" with H.B. 2185. If you have any questions, please contact Jack Holdefelder at 610-565-3677 or the Government Affairs Director, Jeff Vermeulen at 610-565-3677.

WANTED: Used typewriter for the Chamber office - FREE. Our typewriter works when the temperature in the office best suits it. Please call the office at 627-5926 if you can help.

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GENERAL MEMBERSHIP MEETING

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WEDNESDAY, FEBRUARY 23, 2000

Waynesburg Elks Lodge

SPEAKER: JUDY LOUGHMAN - RECRUITING MANAGER
TOPIC: THE 2000 CENSUS - GENERATIONS ARE COUNTING ON YOU

ENTREPRENEURS AHEAD

Seton Hill College's National Education Center for Women in Business has announced Nancy Evans, co-founder and Editor-In-Chief of iVillage.com, will keynote its annual women-focused small business conference. "Entrepreneurs Ahead: Defining the Signs of the Time" is set for March 14 at the Radisson Hotel in Monroeville.

As Editor-In-Chief of the nation's widely recognized website for women, Evans has created a cyberspace community which now attracts 7.3 million women each month who exchange information on subjects ranging from current events to parenting; financial and career planning to healthcare issues.

Through the unprecedented power of personalized services and peer advice made possible by the Internet, Evans has introduced an environment where women from all walks of life have access to each other. "Full-time homemakers and stay-at-home moms can not only have previously unavailable access to expert advice, but they can communicate directly with each other through the live, online chats and message boards," she explains.

Prior to her career at iVillage, Evans founded the magazine Family Life, now owned by TimeWarner, was president and publisher of Doubleday, and served as vice president and editor-in-chief of the Book-of-the-Month Club. Additional career highlights include her work as a contributing editor to Glamour magazine. The author is currently a contributing editor to Redbook magazine and a member of the board of Women in Communications. Evans speaks frequently about women's entrepreneurship.

The Center's Annual Conference will additionally include several concurrent sessions ranging from issues surrounding e-commerce, branding, web design and human resources. A general session "Funding Your Future" - presented by PNC Bank will address issues facing women in the areas of retirement and estate planning as well as insurance needs.

Women business owners focusing on strategies for growing their businesses will gain added value from the opportunity to develop contracting partnerships with purchasing agents from regional government agencies and corporate primes. The conference "MarketPlace" opens for business at 7:30 a.m. and will be available to conferees throughout the morning.

The conference keynote luncheon will additionally serve as a forum for the official launch of emagnify.com, the region's premier online community that integrates education, business development, technological advancements and career resources for women.

Conference sponsors include PNC Bank, SBN (Small Business News), the Pennsylvania Department of Community and Economic Development, and the Tribune-Review. Other contributing sponsors are: Buchanan Ingersoll, Direct Response Marketing, Inc., Ernst & Young, Schneider Downs, Thorp Reed & Armstrong, The Hillman Company, IBM Transarc Lab, Pennsylvania Fashions and Oxford Development Company.

For registration information, please call 1-800-NECWB-4-U or 724-830-4625. Cost for the full day conference is \$95, cost for the keynote presentation and luncheon only is \$35, and special rates are available for corporate tables. The deadline for registration is March 10.

Waynesburg College To Host Major-Minor Fair

Waynesburg College will host its annual Major-Minor Fair for college students and the community, from 11 a.m. until 1 p.m., February 17, in Benedum Hall. Glenn Pfeifer, Director of the Major Decision Program, said the fair will give participants an opportunity "to find out what Waynesburg College has to offer and to talk to faculty one-on-one to find out about job opportunities in those majors."

All majors and minors offered at the College will be represented at the fair and free brochures with educational requirements and career information will be available. The event is open to the public and all commuting students are invited to eat free in the cafeteria. "The Major-Minor Fair is part of the commitment of Waynesburg to help students make the right decision," Pfeifer said. To find out more, contact him at (724) 852-3344.

Register for the Annual SBA Quality Circle!

This year's SBA Quality Circle will be held at Seven Springs Mountain Resort on Thursday and Friday, March 9 -10, 2000. For those of you who may not be familiar with the Quality Circle, it is an annual happening in the Western Pennsylvania District and is considered to be the premier SBA lending conference in Pennsylvania, and possibly the entire Northeast! Last year's event drew over 200 lenders and resource partners from around Pennsylvania and several surrounding states, and this year's program is expected to be better than ever.

From the novice SBA lender to the most experienced Preferred Lending institution, the Quality Circle has something for everyone. An Introduction to SBA Lending (SBA 101) will be offered to lenders who have done little or no SBA lending in the past, and will provide a basic understanding of the guaranty lending process. More advanced technical workshops will also be offered on special SBA lending programs, like contract loans, builder's loans, 504 loans, and export financing. This year, additional workshops will be provided on non-SBA specific topics that are useful to lenders everywhere, like business valuations/appraisals, identifying fraudulent financial statements, and a host of others.

The Quality Circle is also known for its food, fun, and camaraderie. For additional information call the Western Pennsylvania District Office at (412) 395-6560.

NEW MEMBER PROFILE . . . Waddell & Reed

In January 2000, Cory L. Grandel of Rices Landing established a Financial Planning office in conjunction with Waddell & Reed financial services at 33 East High Street (across from the courthouse). The office will be managed and operated by Mr. Grandel, financial advisor.

"At Waddell & Reed, we believe that financial planning is a highly personal process. Our financial advisors utilize a personal inventory process to help you identify and prioritize the financial goals that are unique to your situation. We will help you determine which strategies are appropriate to use to plan for a more secure financial future," said Mr. Grandel.

Since 1937, Waddell & Reed has been helping people make the most of their financial future by showing them how to take advantage of our various financial services. For over 63 years, Waddell & Reed has built a record of steady growth, with over 225 offices nationwide, managing more than \$30 billion for over 1.6 million shareholder accounts, including some institutional investors, through its investment management affiliates. Waddell & Reed is head-quartered in Shawnee-Mission, Kansas and is listed on the New York Stock Exchange. The company's web-page (www.waddell.com) can be used to access financial planning calculators, relevant information for your need or goal, and your personal investment portfolio.

"I feel this registered office will enable me to better serve my existing and future clients" said Cory L. Grandel, financial advisor at the Waynesburg office. "The office will serve as a place of business as well as a centralized location where clients can call or stop in to view their Investment accounts. Since 1996, I have been concentrating on building my financial planning practice in Greene County, and have built solid relationships with other professionals (attorneys, accountants, etc.) to meet all needs and concerns of my clients."

If you have changed jobs or recently retired or need assistance in setting up education funding, retirement planning, IRA Rollovers, tax-reduction strategies, investments, estate planning concerns, or would like to learn more about the financial planning process, please call Waddell & Reed and Cory L. Grandel at (724) 627-3959.

NOTICE TO ALL MEMBERS

The office is in need of a new computer system. Please accept the following information as an invitation to place a bid for the following items or comparable items:

Compaq Presario 7462

- AMD K6-2/500 MHZ processor with 3D NOW technology and MMX
- 64MB of 100MHZ SDRAM
- 8MB video memory
- 10.0GB UDMA Hard drive
- 56K ITU V.90 Modem
- 4 USB Ports
- 40X CD ROM

15 inch or larger color monitor

Plain Paper Fax Machine

Please provide a bid on the above items individually as well as a group. Sealed bids will be accepted at the Chamber office until March 6th. The bids will be opened and awarded at the March Board of Directors Meeting on March 8th. As it deems to be in its best interest, the Chamber reserves the right to reject any and all bids. If you have any questions, please contact the office.

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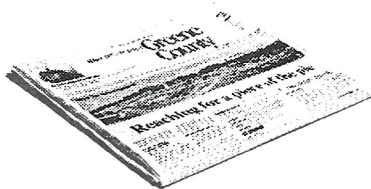
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E-mail: orgnco@observer-reporter.com
(724) 852-2602 or 1-800-222-6397 Ext. 3356 or 3357

February - March 2000

Training Opportunities

Through the Small Business Development Center.

BASIC WEB PAGE DESIGN . . .

March 14, 2000

**SMALL BUSINESS CONTRACTING
OPPORTUNITIES . . .**

March 16, 2000

PUERTO RICO TRADE MISSION . . .

April 12-16, 2000

To obtain more information on any of the above training opportunities please call the SBDC at (412) 396-6233.



Member F.D.I.C.

An Affiliate of BT Financial Corporation

Main Office Uniontown
58 West Main Street
Uniontown, PA 15401
724/438-4531

Cherry Tree
341 McClellandtown Road
Uniontown, PA 15401
724/439-3907

Fairchance
67 West Church Street
Fairchance, PA 15436
724/564-7447

Giant Eagle
Route 51 Fayette Plaza
Uniontown, PA 15401
724/438-8586

Jefferson
36 Greene Street
Jefferson, PA 15344
724/883-2215

Waynesburg
1 West High Street
Waynesburg, PA 15370
724/627-6126



Equal Opportunity Lender

Q. Where can I find information for my business on marketing, human resources, legal issues and more?

A.

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Web Hosting

ALLTEL Helps Your Community Stay In Touch

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.

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of **GREENE COUNTY**



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McMurray 724-941-9030	Pioneer 724-499-5136	Washington 724-225-5300	Waynesburg 724-852-1715

Equal Housing Lender www.commbankna.com Member FDIC

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Ad Paid for by the Bill DeWeese
Campaign Committee

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WAYNESBURG AREA CHAMBER OF COMMERCE

19 South Washington Street
Suite 100

Waynesburg, PA 15370

Phone: (724) 627-5926

Fax: (724) 627-8017

E-mail: wbgchamb@greenepa.net

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