

CHAMBER CHATTER

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

To provide services and programs that will increase the success of member businesses and organizations and enhance the economy and quality of life in the Waynesburg Area. To remain a politically unbiased and enthusiastic resource to our members and the community at large.

President's Letter

It's hard to believe but Rain Day is just around the corner. This year we have 15 wonderful young ladies competing for the title. We had a great time at Kennywood on Greene County Day even though we did get a few rain showers sprinkled on us. As we paraded around in our bright yellow Rain Day shirts, some people did feel that we brought the rain with us. How appropriate!

Don't forget to attend this month's Business After Hours at my bank on July 16, 2003 from 4:30 until 6:30. It will be a great time to meet the Rain Day contestants and network with other Chamber Members. Hope to see you there!

Respectfully,
 Sheila Elliott Barger

Director's Note



Presenting the 300th member with their new membership packet is Membership Chairperson Susan Stoy, and Chamber President Sheila Barger. Bill Jiblits, owner of the Greene County Beer Distributor was the 300th member signed by the Chamber.

We did it!!! We hit the 300 member mark on June 25th with the addition of Greene County Beer Distributor to our ranks. A special thank you goes out to Heather Bendik of Rolling Meadows Nursing Home who recruited the 300th member. It has long been our goal of hitting 300 and it has been so very close for more than 6 months! As we closed 2002, we were at 296 and if you've been reading your newsletter, you know that we have signed more than 4 new members so far in 2003. The problem has been that for each one we gained, we would lose one to business closings or budget cutbacks. So for the first half of 2003, the membership numbers have just been treading water! As I write this, I can say that we have successfully passed our goal as we also signed member 301, 302, 303 and 304 by the end of June. We are done treading water and back in the race to our next goal - 350 members!!

Melody Longstreth
 Executive Director

You're Invited to the...

July Business After Hours

Wednesday, July 16th

4:30 - 6:30 P.M.

hosted by

First National Bank of Penna.
 Waynesburg, PA

Stop in and join fellow Chamber members and the 2003 Miss Rain Day Contestants and their families for some . . .

Delicious Refreshments . . .
 Wine & Cheese, Shrimp, Vegetable Trays and Deserts . . .

Free Handwriting Analysis by
 Dennis Duez, ACFE

Keyboard by Nelson Fox . . .

Networking Opportunities . . .

and a Business Card Drawing for door prizes every half hour!

- 25th Anniversary -



Miss Rain Day Scholarship Pageant

Sunday, July 27th
 4:00 p.m.

Waynesburg Central High School

GENERAL MEMBERSHIP MEETING

WEDNESDAY, JULY 23, 2003

Noon - 1:00 p.m. • Groovy's American Cafe - Downstairs Meeting Room

Soup and Salad Buffet

SPEAKER: A MEMBER OF THE COMMUNITY AFFAIRS TEAM FROM WALMART

DOOR PRIZE THIS MONTH - EXTERIOR CAR WASH AND INTERIOR VACUUMING
 THIS PRIZE COURTESY OF CHUCK'S COLLISION SHOP

Networking Opportunity - Bring Your Business Cards for Door Prize Drawing

Member-to-Member Update

There were no new additions to the Member-to-Member Discount Program for the month of July. Please refer to your June update for the current offers.

Welcome New Members

Laurel Highlands Nurseries

Mr. John Ritz, Owner
2060 Morgantown Road
Uniontown, Pa. 15401
724-437-6867
5 employees
Nursery & Landscaping

Greene County Beer Distributor

William Z. Jiblits, Owner
1604 East High Street
724-852-1309
1 employee
Beer Distributor
Recruited by Heather Bendick

Pennsylvania Chiropractic & Rehab Center

Dr. Jason and Dr. Tisha Cozart, Owners
140 Bill George Drive
724-852-4222
PennChiro@hotmail.com
www.PennsylvaniaChiropractic.topchiro.com
2 employees
Chiropractic and Rehabilitation

Vaccari Enterprises, Inc.

Mr. Anthony J. Vaccari, President
106 East Greene Street
724-627-4737
Fax: 724-627-3841
Email: vaccari4@greenepa.net
www.vaccarienterprises.com
4 Employees
Kubota Tractor, Lawn & Garden Sales,
Parts, Service

Communication Consultants

Mrs. Kellie Crowe, P.R. Consultant
142 Cedar Ridge Road
724-852-1565
Fax: 724-852-1662
Email: kcrowe@alltel.net
1 Employee
Public Relations Marketing

Greene Community Church

Mr. David Crowe, Pastor
P.O. Box 408
724-998-3212
Fax: 724-852-1662
Email:
dcrowe@greenecommunitychurch.org
www.greenecommunitychurch.org
1 Employee

June Membership Business After Hours

THANKS to member, GREENE COUNTY HISTORICAL SOCIETY MUSEUM and Brenda Giles & Jo Hoy for hosting the June B.A.H. at the Museum. The event was very well attended and everyone enjoyed the photographic exhibit on the lives of women in Greene County!!! The museum was open for everyone to enjoy and browse. A copy of *Waynesburg Prosperous & Beautiful* was offered as the door prize and Mike Baily of the Baily Agency was the lucky winner. A special thank you goes out to Modar's Cake and Candy Supply for donating the helium used to fill our balloons for the event! We hope to see you all at the next Business After Hours.



JULY 16th - 4:30-6:30 p.m. - First National Bank of Penna.

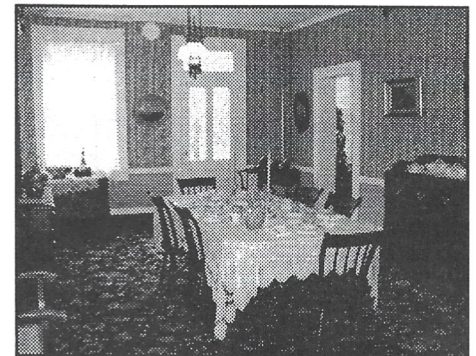
AUGUST - RAG American Coal

SEPTEMBER - Peaceful Springs Fishing Lake

OCTOBER 15th - Greene County United Way

NOVEMBER - CareerLink

DECEMBER - Resolutions



2003 Miss Rain Day Scholarship Pageant



The following Greene County teens will compete for the title of Miss Rain Day 2003. Emily Lynn Mathason, Emily Spade, Jeannette Sinnott, Meghan Snyder, Heather Star Bradley, Devan Nicole Policz, Meaghan Bruno, Courtney Franks, Ashley Drew, Maria Garnek, Andrea Kirby, Paige Shlosky, Julia Loeper, Mandy Throckmorton and Elizabeth J. Carroll. Miss Rain Day 2002, Rachel Marie Burack will hand down her crown on Sunday, July 27th in the Waynesburg Central High School Auditorium beginning at 4:00pm. Advance tickets are available in the Chamber office.

For Sale

The Golf Committee has four passes good for 18 holes of golf and a cart at the Country Club on any weekday for sale at a cost of \$40 each. The proceeds will benefit the Golf Committee and can be obtained by contacting the Chamber office at 724-627-5926.

June Renewals

Jacobs Birdhouse Company
King & Baily Attorneys at Law
Greene County Pomona Grange
The Fashion Shop

Congratulations

Congratulations to Ami Cree of Padgett Business Services for being the lucky winner of the door prize at the June General Membership Meeting! She won a pair of tickets to a Washington Wild Things baseball game courtesy of the University of Pittsburgh Small Business Development Center Greene County Economic Outreach Initiative.

Member Profiles

STUDIO R CLOSING

After being in business as Studio R since 1992 and in business in Hillcrest Shoppes since 1976, Carol L. Randolph will retire on Rain Day - July 29, 2003. The Retirement Sale will begin Monday, June 9. Everything must go - painted pieces, art supplies, frames. Beginning July 7, everything will be 30% off. On July 21 everything will be 40% off. Then for the last two days (July 28, 29) anything that is left will be 50% off. Furniture cash register (an antique), pegboard and display pieces will be priced by negotiation. A 1950's, 60 drawer, antique Library card catalog made from Rock Maple is also for sale. Carol will continue to paint in her home. You will still be able to reach Carol at the same telephone number: 724-852-6363. She will have pieces for sale at the Washington Street Cafe, Jan's Country Nook and at the Covered Bridge Gallery. Currently she has 13 pieces on display at Kuringa's in Washington County. You will still be able to order special painted pieces and she'll teach painting classes for anyone who wants to sponsor the class at their location. Beginner and Intermediate classes will be held at the Greene Academy on Saturdays. She will also continue to advise and help other artists whenever possible. Visits to see her at her studio will be by appointment, just call ahead.

Would you like to see your business appear in our Member Profiles column? All you have to do is write a paragraph or two about your business, services provided, areas covered, new services, new employees, awards or honors achieved, new locations, etc. and send along with your logo, artwork or photograph to the office. Each month, as space permits, Profiles will be included in the newsletter. We want to hear about what is going on in your business! Be sure to let us know!

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Member To Member Discount Program

This program, exclusively for Waynesburg Chamber members, is aimed at creating an awareness of the value of doing business in our community and with other Chamber members. Members are encouraged to offer savings to their fellow Chamber members to encourage business between members. Savings can be added to the program at any time through out the year and can run for a set period of time. Special updates will be published monthly and included in the newsletter reminding members of the special savings being offered. If you are interested in offering a special discount to fellow Chamber members, please contact the office at 724-627-5926. What you decide to offer and the length of time the sale is good is entirely up to you. What have you got to lose? You'll attract fellow members to your business and in turn, you'll be attracted to theirs!

Order Your Alltel DSL Through The Chamber

If you are ready to increase your office efficiency and sign up for a high speed DSL line, please contact the Chamber for the order form. By signing up through the Chamber you not only help yourself by increasing your efficiency, you help the Chamber out by allowing us to keep our DSL line another month at no cost. The office is open for you to come in and view the speed at which you can surf the net and use the phone at the same time. Call to arrange a time to stop by!

Chamber Chatter Articles and Inserts

We always welcome your news articles and press releases concerning your business. Photos are also encouraged. There is no charge for articles and photos to be included. Inserts may be placed in the newsletter at a cost of \$65 per issue. 350 inserts must be provided and folded to 4 1/4 x 5 1/2 inches to fit inside the newsletter. There is a \$20 charge for material provided unfolded. A non-profit insert rate is available at \$32.50 per issue. Please submit all material for the Chamber newsletter by the 1st business day of each month for the month in which you would like it published or inserted. Questions may be directed to the office at 724-627-5926.

Calendar of Upcoming Events

JULY

- 15 Distinguished Service Award Applications become available
- 15 Miss Rain Day Rehearsal - WCHS - 6:00-8:00pm
- 16 Business After Hours - 1st National Bank of Penna. - 4:30-6:30pm
- 17 Miss Rain Day Pageant Meeting - Noon - Groovy's
- 17 Miss Rain Day Rehearsal - WCHS - 6:00-8:00pm -
- 19 Miss Rain Day Interview Competition - WCHS - 9:00am
- 22 Miss Rain Day Rehearsal - WCHS - 6:00-8:00pm
- 23 General Membership Meeting - Groovy's American Cafe - Noon
- 23 Rain Day Pageant Board of Directors Meeting - 4:30pm - Groovy's
- 24 Miss Rain Day Rehearsal - WCHS - 6:00-8:00pm
- 26 Rain Day Race - 8:30am
- 26 Miss Rain Day Full Pageant Rehearsal - WCHS - 9:00am
- 27 Miss Rain Day Scholarship Pageant - WCHS - 4:00pm
- 29 Rain Day Festival
- 31 Miss Rain Day Pageant Committee Wrap-up Meeting - Noon to 1:00pm - Groovy's
- 31 Miss Rain Day Pageant Board Wrap-up Meeting - 4:30pm - Groovy's

AUGUST

- 5 Distinguished Service Award Committee Meeting - Noon - Groovy's
- 6 Educational Scholarship Committee Meeting - Noon - Groovy's
- 13 Board of Directors Meeting - Noon - Groovy's

Committees remain open to new members, please feel free to attend any of these meetings if you are interested.

Stuff The Bus

The Greene County United Way is participating in a new program called "Stuff the Bus" designed to help local children receive back to school supplies this fall. Items needed include paper, pens, pencils, crayons, folders, rulers, notebooks, lunch boxes and backpacks. If your business or organization would like to participate, please call the United Way at 724-852-1009.

Scholarship Donations

A thank you goes out to the following members who have made donations to the continuation of the Chamber's Educational Scholarship Fund in June.

Harry and June Anderson
The Triangle Hotel

A Great Loss

It is with much sadness that we acknowledge the passing of two of our recent Distinguished Service Award Winners - Richard Morgan and Arthur Tennant. Donations have been made to their favorite charities in their memory by the Chamber.

Door Prizes Needed

Do you have an item promoting your business that you would like to donate to be used as a door prize at the monthly General Membership meeting? If so, please contact the office.

Newsletter Advertising Spaces Available

The advertising that appears in the newsletter is available to any member at a cost of \$300 annually, or \$30 per issue. Call the office now at 724-627-5926 to sign up. Your ad will reach 305 businesses in the Waynesburg area at a cost to you of only .06 cents per copy. That's a great advertising rate and you are targeting your fellow Chamber members. Be sure to take advantage of this great marketing tool.



Waynesburg Prosperous & Beautiful, Inc. President, John Owen, planting flowers along Main Street as part of WPB's beautification plan for downtown.

Do You Have The WriteIdea?

Southwestern Pennsylvania's 2003 Women's Business Plan Competition Now Underway

Due to the overwhelming success of last year's *WriteIdea* business plan competition, which awarded four women-owned businesses a cash prize to expand their start-up companies, Seton Hill University's National Education Center for Women in Business has announced plans to continue the initiative in 2003. *WriteIdea*, a unique business plan competition for women-owned enterprises that are start-ups or have been in business for a year or less in Fayette, Greene, Washington and Westmoreland Counties will provide financial and technical resources to ensure success and continued operation in this geographic region. The Center will administer the business plan competition on behalf of the Pennsylvania Department of Community and Economic Development (DCED) and the Appalachian Regional Commission (ARC) who are supporting this initiative.

"Women lead firms are one of the fastest growing segments of today's business population and account for \$7.9 billion in sales in the Pittsburgh MSA alone," said Jayne H. Huston, Transitional Director of Seton Hill University's National Education Center for Women in Business. "We consistently hear from women that they still find access to capital and financing an ongoing obstacle to their success. By increasing the number of successful women owned enterprises in counties where their numbers are relatively low, this initiative will create new jobs and stimulate the overall economic climate of the region."

The competition is open to start-up businesses or businesses in operation for less than a year that are at least 51% owned by a woman with a maximum sales volume of \$100,000. For consideration, applicants must also be 18 years of age and submit an Executive Summary outlining their business to The Center no later than September 5, 2003. The Executive Summary is considered a participant's application and will signal their intent to complete their business plans prior to the competition deadline. One winner from each of the four designated counties will split a cash prize of \$25,000.

A panel of judges representing Fayette, Greene, Washington and Westmoreland Counties will review each entry for innovation, employment capability, a management plan, high growth potential and overall viability. Once the initial scoring is completed, the finalists will be invited to Seton Hill University's Education Center for Women in Business in Greensburg, PA to make a presentation in support of their plan and interview with the judges panel.

Selected from over twenty entries, last year's winners used their cash prizes to expand their business' facility and obtained vital start-up capital to ensure the success of the ventures. They include:

Barbara M. Girod,
Nancy A. Deckant &
Virginia Flavin Pribanic
Frontline Solutions, LLC
(Fayette County)

Anita L. McMillen, V.M.D
Braden Run Animal Hospital
(Greene County)

Amy L. Veltri, P.E., DEE
Novel Geo-Environmental, LLC
(Washington County)

Kathleen Revelt-Hindman, D.V.M.
New Stanton Veterinary Service
(Westmoreland County)

For official rules, women are asked to visit The Center's website, www.e-magnify.com, call 724-830-4625 for additional information or contact their local Small Business Development Center for assistance in competing their business plan. Business plans will be accepted until September 30, 2003 with winners announced during the month of October.

The University of Pittsburgh Small Business Development Center will again be available to provide technical assistance. For more information, please call Jeanine Henry at 724-627-9054.

WANTED:

WriteIDEA 2003

SOUTHWESTERN PENNSLVANIA WOMEN'S BUSINESS PLAN COMPETITION

**REWARD:
TO SHARE A \$25,000
CASH PRIZE!**

One winner selected from each
of the following counties:
Fayette, Greene,
Washington & Westmoreland

* Deadline for application is Friday,
September 5, 2003

* Winners announced in October 2003

TO ENTER OR FOR INFORMATION:

Send/fax/e-mail to:

Women's Business Plan Competition
Seton Hill University
The National Education Center
for Women in Business

Seton Hill Drive • Greensburg, PA 15601
724/830-4625 • FAX: 724/834-7131
E-mail: info@setonhill.com
www.e-magnify.com



PRESENTED BY
Seton Hill
UNIVERSITY
The National Education Center for Women in Business

CRITERIA:

- Business must be a start-up or in operation for a year or less as of September 5, 2003 with annual sales under \$100,000
- Business must be at least 51% owned by a woman (or women) and be located in the following counties:
 - Fayette
 - Greene
 - Washington
 - Westmoreland
- Applicants must be 18 years of age
- Instructions are provided at www.e-magnify.com

Applicants are encouraged to contact their local Small Business Development Center for assistance in preparing their business plans.

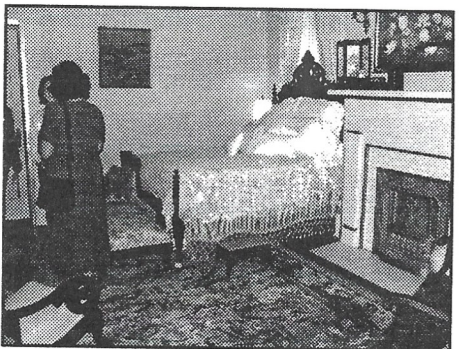
St. Vincent College, SBDC,
Westmoreland and Fayette Counties
724-537-4572; www.sbdc.stvincent.edu

University of Pittsburgh SBDC,
Greene County Outreach Office
724-627-9054; www.sbdc.pitt.edu

University of Pittsburgh SBDC,
Washington County Outreach Office
724-229-8078; www.sbdc.pitt.edu

Denny House

Scenes from the Women and Company Networking Event hosted by Patricia Gross and the Denny House. Guests enjoyed a traditional Victorian Tea with a 21st Century twist. The event was part of series of networking events coordinated by Seton Hill University, National City and the Progress Fund. The Greene County event was in partnership with the University of Pittsburgh Small Business Development Center - Greene County Outreach Center.



Company C Yearbook

The Design & Copy Center presents an opportunity to give back to our troops.

In 2004, we will be printing a yearbook for the local Company C who are presently serving in Kosovo. The book will include profiles of the men and women serving, photos from the training and service in Kosovo and other memories from the 7 month stint. We encourage you to buy ad space in the yearbook as well as a line or two of encouragement from you and your whole family.

Come to the Design & Copy Center on Rain Day 2003 to sign up. Take part in this keepsake for our local troops. Support them by placing your ad in their Yearbook of memories.

To preserve this treasure, the yearbook will be hard bound. Yearbooks will be available for sale in April 2004 at the Design & Copy Center. Stop in and support our locals or call 724-852-2679.

Flyer Space Available

Insert your promotional material in the Chamber Chatter and a great rate! Our rates beat the postal service by a mile! Insert 350 pieces at a cost of \$65 (non-profit rate of \$32.50) That's only 19 cents each and you are targeting Waynesburg area Chamber members. Provide the office with 350 identical inserts, folded to 8 1/2 inches by 5 1/2 inches (same size as folded newsletter) no later than the 5th day of the month that you would like the insert included. There is a \$20 charge for material received unfolded. Mailing occurs so that the newsletter arrives the third week of the month. For more information, contact the Chamber office.

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Claysville 724-663-7723	Greensboro 724-943-3581	Pioneer 724-499-5136	Waynesburg 724-852-1715	Southpointe 724-743-0700



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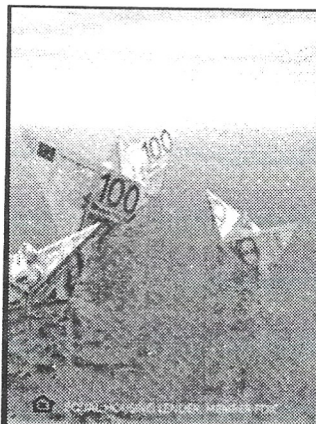
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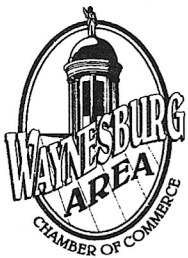
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WAYNESBURG AREA CHAMBER OF COMMERCE

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