

CHAMBER CHATTER

The Newsletter of the Waynesburg Area Chamber of Commerce
 Phone: (724) 627-5926 • Fax: (724) 627-8017
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 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

Congratulations to John Glass and the Golf Outing Committee on a successful event. The weather cooperated, the greens were in good shape and the golf was great. I was particularly gratified not to be the recipient of the tennis balls this year!

The outing was budgeted to clear \$1,600, and as a result of good sponsorship sales, netted \$2,660, or \$1,060 in excess of expectations.

This, when combined with the decision of First Federal Savings and Loan of Greene County to be the major sponsor of the Christmas parade, adds up to the potential of a very positive bottom line at year's end.

Also to be commended is our Executive Director (and all of the sponsors), for the Service Directory, which is included with this mailing. Please use this directory when you or your business consider local purchases. The only way to build a strong Chamber is to have members supporting members.

Best wishes also, are extended to the Miss Rain Day Committee as the event celebrated its annual mother daughter banquet at the College with 16 contestants.

So far, summer 2002 looks like an active and progressive season for the Chamber.

Sincerely,
 Charles N. Perrine
 President

AGMAP Pennsylvania's Online Agricultural Directory

The Penn State University Cooperative Extension GIS program would like to introduce you to AGMAP, an internet-based mapping and direct marketing system that allows agricultural producers and support industries to spatially map and describe their businesses. Users are able to search the system for needed agricultural products and services based on business characteristics and location. Businesses in the community can add themselves to AGMAP immediately. No business is too small. Mapping is provided to assist the consumer/buyer's travel to these businesses. AGMAP serves to increase direct marketing between producers and consumers, provides a communication network with the agricultural industry, and provides a dynamic database describing Pennsylvania's changing agricultural industry. Please take a few minutes to visit the website at <http://agmap.psu.edu>.

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12th ANNUAL SCHOLARSHIP AWARDED



Karen Zalom, Chair of the Educational Scholarship Fund has announced that the annual \$1,500 scholarship was presented to Jennifer K. Thomas of Waynesburg, Pa. Eighteen year old Jennifer plans to attend Valley Forge Christian College to pursue a degree in Elementary Education this fall. She is the daughter of Robin and Mary Kay Thomas of Waynesburg, Pa. The Chamber scholarship is presented each year to a Greene County senior who plans to attend a college or trade school. The scholarship is awarded based on grade point average, community involvement, school activities and a 500 word essay on "What their life goal is and how they plan to address it through their education." Jennifer and her family were special guests of the Chamber at the Monthly General Membership meeting in May. Jennifer read her winning essay to those present. This year, twenty-nine applications for the scholarship were received. The committee had a difficult task of selecting one winner from the qualified field. The committee members were Chair Karen Zalom of RAG American Coal, Connie Clark of Kyowa America; Mary K. Pruss of Peacock, Keller; Cory L. Grandel of Waddell & Reed; Nancy Davis of Greene County Education Center; John Owen of the Special Events Commission; Dolly Throckmorton of Waynesburg Giant Eagle; Penny Ketchem of Waynesburg College; Daniel Church of Central Green Pediatrics; Sheila Barger of First National Bank of Penna. and Roger Lehman of Ford Business Machines.

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GENERAL MEMBERSHIP MEETING
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WEDNESDAY, JUNE 26, 2002
Noon • Golden Corral

SPEAKER: CONNIE RUHL, PA TREASURY DEPARTMENT
TOPIC: HOW TO NAVIGATE THE RED TAPE TO WIN GOVERNMENT CONTRACTS

Networking Opportunity - Bring Your Business Cards for Door Prize Drawing

2002 Annual Golf Outing Held At Greene County Country Club

The 2002 event, chaired by John Glass, was a success! The weather cooperated and 44 golfers had the opportunity to compete for prizes and bragging rights. Skill prizes were awarded as well as the top three overall teams. Members donated door prizes and a few special events took place. Special thanks to all the committee who worked for months organizing the event and to all the sponsors who made the event possible. Committee members were: John Glass-Observer Reporter; Merle Williams-Alltel of Penna; Penny Ketchem-Waynesburg College; Susan Stoy-Representative DeWeese's Office; Jeanine Henry-S.B.D.C.; Pam Bogucki-Rolling Meadows Nursing Home and Randy Rohanna-Rohanna's Golf Course

First Place Team – \$300 cash - Observer-Reporter - Matt Miller, Tom Rose, Graham Miller and Tom Hans

Second Place Team - \$200 Pro-Shop Gift Certificate - First Federal - Dave Jones, Scott O Neil, Don Headlee, Mike O'Neil

Third Place Team - \$140 Pro-Shop Gift Certificate - RAG American Coal - Shawn Shultz, Lance McIntire, Barbara Barchiesi, and Kathy Cooke.

Wendy's Old Fashioned Hamburgers donated skill prizes of \$50 each

Closest to the Pin: Men - Shawn Shultz	Women - Kathy Cooke
Longest Drive: Men - G.R. Yorke	Women - Kathy Cooke
Longest Putt: Men - John Kushner	Women - Karen Galentine

Special Skill Prize - \$50 Pro-Shop Gift Certificate

Closest 3rd Shot: Men - G.R. Yorke	Women - Pat Roth
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Two hole-in-one opportunities were made available by Barnhart Honda and Fox Ford-Mercury.

Prize hole was made possible by the donation of a 19" color television by Ford Business Machines. Andy Krutko of Bell's Wholesale was the winner.

Putting contest was made possible by RAG American Coal and Three Rivers Mailing Systems. A driver was won by Barry Crumrine.

Thank you to our sponsors, donors and participants:

TEAMS

Observer-Reporter
Bell's Wholesale
Advanced Physical Therapy
First Federal Savings & Loan
The Washington Hospital
Three Rivers Mailing Systems

Waynesburg College
Nova Care Physical Therapy
RAG American Coal Pennsylvania Operations
Greene County Industrial Development
Waddell & Reed

CART SPONSORS

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Traft Construction
Senator Barry Stout
Rolling Meadows Nursing Home
National City Bank

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POSTAGE SPONSOR - Observer-Reporter

DOOR PRIZE DONORS

Alltel of Penna., Inc.
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Wendy's Old Fashioned Hamburgers
Back In Action Chiropractic
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Waynesburg Radio Shack
The Corner Shoppe
Eagle One Aviation
Golden Corral Steakhouse
Greene County United Way
Mark IV Office Supply
Three Rivers Mailing Systems
Resolutions Health Spa

Greene County Bassmasters
Rohanna's Golf Course
Janice Flynn State Farm Insurance
Community Bank
Observer-Reporter
First National Bank of Penna.
Bev's Body Works
Producer's Supply
Enterprise Rent-A-Car
Dukate's Lasting Impressions
Waynesburg Super 8 Motel
Waynesburg Milling
L&M Financial
Greene County Tourist Promotion Agency
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Edward Jones Company



MEMBER PROFILES

RESOLUTIONS

Resolutions provides health services, trainers, massage therapy, body wraps facials, assessments and medical referrals. They are 900 members strong to date with one-month contracts available. Their facility offers free weights, machines and cardiovascular equipment, tanning, sauna and a Jacuzzi. For your convenience there are showers, lockers, refreshments and supplements available. Their memberships range from \$26 up to \$48. They often work with local businesses to leverage their sales. For further information contact Michael Larkin at 724-852-1960 or visit their web site at 8521960.com or their facility located in downtown Waynesburg at 21 South Morris Street.

SPRINGHILL ANIMAL CLINIC

Dr. Vicky L. Soles, DVM, has been serving Greene County and the surrounding area within a 50-mile radius of New Freeport for the last 8 years. She offers veterinary services for small animals and large farm animals as well as X-ray, surgical, ultrasound and medical consultation services for all animals. For more information you may contact the clinic at 724-447-2316 or visit them at 453 Ned Ridge Road, New Freeport.

SWALA'S ANTIQUES

Swala's Antiques is an antiques warehouse located at 520 East National Pike in Washington, Pa. They offer Sunday hours from 10:00 am to 4:00 pm and all others by appointment or change. They carry antiques for wholesale and retail. For more information contact Susan Swala at 724-966-5753 or fsk@greenepa.net

If you would like to see your business profile here, please contact the office at 724-627-5926 or send in an article with logo and photo if desired.

New Web Site Coming Soon

at

www.waynesburgchamber.com

THANK YOU FOR RENEWALS

Thank you to the following members for renewing their 2002 membership investment in May: As of the end of May, a 96% renewal rate has been achieved, thanks to our dedicated members.

Jacob's Birdhouses
WANB Radio

Membership Resource Directory

Enclosed in this newsletter you will find your 2002 Membership Resource Directory. Please remember to purchase from your fellow Chamber members. It makes good business sense for everyone to buy locally whenever possible. That great deal an out of town company offers you, may not be so good in the long run. Deal with your neighbors and keep Waynesburg's money in Waynesburg.

CALENDAR OF UPCOMING EVENTS

Outdoor Show

Greene County Fairgrounds
June 15th and 16th

Membership Committee Meeting

June 18th - Noon - Groovy's

Miss Rain Day Sponsor Photo Shoot

June 20th

Waynesburg Prosperous & Beautiful Board Meeting

June 20th - Noon - Groovy's

Miss Rain Day Committee Meeting

June 25th - Noon - Groovy's

General Membership Meeting

June 26th - Noon - Golden Corral

Miss Rain Day Program Book Deadline

June 28th

July 4th Office closure

July 4th and 5th

Greene County Day at Kennywood Park

July 8th

Miss Rain Day Committee Meeting

July 9th - WCHS - 7:00 pm

Board of Directors Meeting

Noon - July 10th - Groovy's

Annual Banquet Date Set!!!

Mark your calendars now for October 12th for the Annual Membership Meeting and Banquet. This is an evening full of good food, awards, entertainment and networking. Don't miss it. The event will be held at the Waynesburg Elks during the evening hours.

By Laws Changes Adopted By Membership

A special thank you to the By-Laws committee who worked to propose several changes to our existing by-laws. The proposed changes were reviewed by the membership and formally adopted at the May General Membership meeting.

COMMITTEE UPDATES

MISS RAIN DAY PAGEANT – Andrew Corfont, Chair

Sixteen young ladies from all around Greene County have signed up to participate in this year's Miss Rain Day Scholarship Pageant. The event will officially kick-off on June 5th when the Mother-Daughter banquet is held at Waynesburg College. The date for this year's pageant is July 21st. The contestants will be taking part in various activities over the next six weeks. Sponsorship for the event is available and to date, our members have responded well.

PARADE – Melody Longstreth, Chair

First Federal Savings and Loan of Greene County has graciously agreed to become the major sponsor of the Christmas Parade. With their financial help, the committee intends to focus on a more secure and safe line-up environment for the participants. The event will be held on Saturday, December 7th and officially begins the Holiday season in downtown.

RAIN DAY BOOTH – No Chair was chosen

The Chamber booth for Rain Day this year will be a professional display promoting the Chamber and its members. Chamber logo hats will be available for sale and will various small items that are currently available in the office. Discussion was held on raffling off a bike, skateboard or scooter in addition.

MEMBERSHIP – Susan Stoy, Chair

Current benefits have been reviewed as well as the agreement with Chamber of Commerce Service Corporation. We are at 96% renewal out of our current 258 members. The goal in membership numbers for 2002 is 300 members by year's end. Discussion is continuing on a possible increase in dues for 2003. The last rate increase took place almost 10 years ago and appears to have been a \$10 across the board increase. A sub-committee has been formed to review other dues structures in our area.

WANTED:

Write Idea

SOUTHWESTERN PENNSYLVANIA WOMEN'S BUSINESS PLAN COMPETITION

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

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

* Deadline for all business plans is Friday, August 30, 2002.

* Winners announced in September 2002.

TO ENTER OR TO RECEIVE A BUSINESS PLAN TEMPLATE:

Send/fax/e-mail to:

Women's Business Plan Competition
Seton Hill College

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.edu • www.e-magnify.com



PRESENTED BY

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The National Education Center for Women in Business

CRITERIA:

- **Business must be a start-up or in operation for a year or less with sales less than \$100,000;**
- **Be at least 51% owned by a woman (or women) in the following counties:**
 - Fayette
 - Greene
 - Washington
 - Westmoreland;
- **Applicants must be 18 years of age and follow the Business Plan Template provided online at www.e-magnify.com**

Interested women are encouraged to contact the Small Business Development Centers at St. Vincent College & the University of Pittsburgh for assistance in preparing their business plans.

Take Advantage of Alltel Adsl Service

Members are offered the chance to sign up for high speed Internet service (ADSL) through Alltel. This high speed internet service is on display at the Chamber office and if you'd like to stop by and surf the net for a few minutes, you'll see how much time you can save with this feature. In addition, you no longer need two lines to use your phone and your Internet service at the same time; this one line does both at the same time. For more information or to get a sign-up sheet faxed to you, please call the Chamber office.

Articles For Publication

We always welcome your news articles and press releases concerning your business. Please submit material for the Chamber newsletter by the 1st day of each month for the month in which you would like it published. Photos are also encouraged. Inserts may be placed in the newsletter for a fee of \$65 and advertising rates are also available at \$20.00 per month for a business card size. For more information or to discuss an article idea or ad, please contact the Chamber office.

Chamber Polo Shirts Available

Green polo shirts with the Chamber logo embroidered in white are now available to members at a cost of \$20 each, \$24 for XXL. Members are encouraged to purchase shirts and wear them proudly to let everyone know that you support your Chamber of Commerce!!! To order shirts, please contact the office.

SMALL BUSINESS KILLERS

"Learn the 6 mistakes that can destroy your small business"
Co-hosted by West Penn Financial group and the SBA

- "I know what my Business is worth."
- "I'm too busy running the company."
- "That'll never happen to me."
- "There s plenty of time for that later."
- "My business is my retirement."
- "You can't beat Uncle Sam."

WHEN: Wednesday, July 17th from 9-11am

WHERE: SBA's Business Information Center

700 River Avenue, North Shore, Pittsburgh, just minutes past
9th Street Bridge

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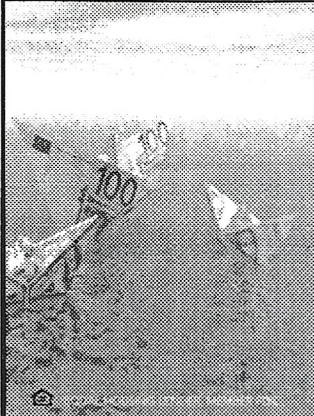
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But our efforts don't stop there. We continuously update our equipment to keep in step with growth and development in your community.

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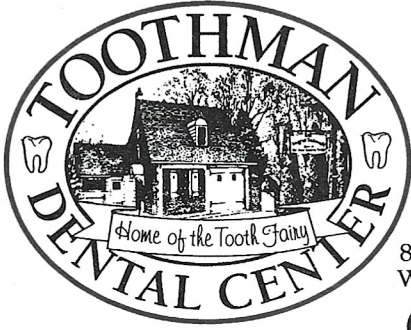
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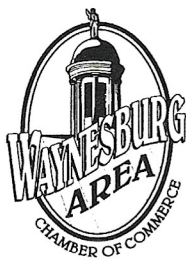
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If there is a mistake on your mailing label or the person whose name appears on the label is no longer with your company, please drop us a note or give us a call. We'll correct it right away.



WAYNESBURG AREA CHAMBER OF COMMERCE

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