



CHAMBER CHATTER

The Newsletter of the Greater Waynesburg Area Chamber of Commerce

26 West High Street, Suite 101 • Waynesburg, Pennsylvania 15370 • 412-627-5926

1993 Meeting Schedule

MARCH

24 General Membership - The Pepper Tree

APRIL

14 Board of Directors - Waynesburg Elk's Club

28 General Membership - Iron Griddle Restaurant

MAY

12 Board of Directors - Waynesburg Moose Club

26 General Membership - Rohanna's Restaurant

JUNE

9 Board of Directors - The Pepper Tree

23 General Membership - Waynesburg Elk's Club

JULY

14 Board of Directors - Rohanna's Restaurant

28 General Membership - Waynesburg Restaurant

AUGUST

11 Board of Directors - The Pepper Tree

25 General Membership - Waynesburg Elk's Club

SEPTEMBER

8 Board of Directors - Waynesburg Restaurant

22 General Membership - Iron Griddle Restaurant

OCTOBER

13 Board of Directors - Rohanna's Restaurant

27 General Membership - The Pepper Tree

NOVEMBER

10 Board of Directors - Waynesburg Elk's Club

17 General Membership - Waynesburg Restaurant

DECEMBER

9 Board of Directors - Waynesburg Moose Lodge

NO GENERAL MEMBERSHIP MEETING THIS MONTH - HAPPY HOLIDAYS!

March General Membership Meeting

Wednesday, March 24th at Noon

The Pepper Tree Restaurant

- Speaker -

Hank Compennolle, Jr., Account Executive with LCI International

Topic: "CHAMBER Members Only" discounted 412 toll calls and long distance program for members.

All Chamber Members are urged to attend and to bring a friend.

If you are unable, please feel free to send a representative.

Meetings begin promptly at 12:05. Please feel free to be seated anytime.

Work on Group Health Care Plan Continues - Letters of Interest Needed

Our Chamber is joining forces with 39 other area Chambers of Commerce to offer their member firms Blue Cross group health care and other employee benefits. Through the Chambers of Commerce Service Corporation, member firms can choose one of four Blue Cross/Blue Shield plans in addition to group life, short and long term disability, and dental and vision coverage. There is no medical underwriting restrictions for preexisting conditions and plans are available to firms as small as one person.

An informational mailing was sent recently to all members on the various plans offered. Companies interested in joining the plan should send a letter of interest to the Chamber office as soon as possible. We must collect 35 of these letters in the near future to be able to enroll in the program. The letter must be on company letterhead, state the number of full-time employees, the name of each employees' current health care provider and their policy number if any.

Please call the Chambers of Commerce Service Corporation at 232-6555 and ask for Kirk Ketchum or Sally Boston if you have any questions regarding coverage or eligibility.

Educational Fund Scholarship Applications Are Available

We will be awarding our third \$1500 scholarship for a Greene County student this April. The criteria for consideration are as follows: must reside in Greene County, must be a graduating member of a class of 1993, must have been applied and accepted to a College of their choice as an incoming freshman in a four year academic program and must have maintained a cumulative grade point average of 3.0 or higher. Applicants must submit a listing of their community and local involvement and write an essay on "What is your purpose in life and how do you plan to address this purpose through your education?" Applications are now available from local guidance counselors or the Chamber office. Entry deadline is April 15th. The committee is chaired by Dick Robinson of Edward D. Jones & Company.

Thank You

To the following businesses who have donated to the Educational Fund:
Steinberg Vision Associates - Charles Steinberg
Edward D. Jones & Company - Dick Robinson

Member Benefits

Members are eligible for a discounted long distance phone service through LiTel International. For further information call Hank Compennolle at 1-800-837-1019.

General Membership Meeting

President Tracy Burns-Suter called the meeting to order at 12:15 p.m. She welcomed everyone and asked for introductions around the room. On a motion by Jack McCracken, seconded by Mary K. Pruss, the minutes of the previous meeting were approved as written. Tracy Burns-Suter reviewed the financial report. She thanked Chas Huffman for the donation of a financial software program for the office. Melody Longstreth presented the Secretary's Report for January.

COMMITTEE REPORTS: Tracy Burns-Suter announced that the Policy and Procedure Committee has begun its work and policies will be brought before the membership for approval in the future. Dick Robinson reported that the Educational Fund Committee has completed its work until the applications are received on April 15th. He has spoken with the guidance counselors and many students are interested. Some interest has been shown for students entering two year trade schools who also wish to apply. However, under the current guidelines, only four year academic programs are eligible. After discussion, the President asked for a show of hands, based on the result, the program will remain as it is. Tracy Burns-Suter briefly reviewed plans for the Golf Outing on July 10th at Rohanna's. The entry fee was raised \$5 this year to \$130 for a four man team due to an increase in greens fees. Prizes are currently being solicited by Chairman Chad Moore and his committee.

OLD BUSINESS: Tracy Burns-Suter announced that an Insurance meeting was held recently with a low turnout. She reviewed what has transpired to date with the Insurance.

NEW BUSINESS: Tracy Burns-Suter announced that plans are being formulated for a debate between the candidates for sheriff and district magistrates in April. This type of event is a good publicity tool for the Chamber. Dick Robinson invited members to attend a free seminar titled "Revitalization of Main Street" on March 17th from 1 to 2 and 6 to 7 p.m. in his office.

SPEAKER: Tracy Burns-Suter introduced David Smith, a Regional Vice President with the firm White Nagle Mazza & Associates, Inc. based in Columbus, Ohio and William Mayberger, a principal and representative for the company in Western Pennsylvania. They spoke on "Why you need to know the value of your business." An estimated \$6-\$8 trillion of personal wealth will transfer over the next 10-20 years, a substantial portion of which is held by first generation business owners in the form of closely held stock. Because no ready market exists in which to

establish a reliable market value for these securities, each one in and of itself, represents a unique and challenging valuation problem in the eyes of banks, lending institutions, the IRS, qualified buyers, and the courts. Assistance is needed by many large and small companies spanning a wide spectrum of businesses, covering most major markets, industries and SIC codes.

ADJOURNMENT: On a motion made by Clark Patterson and seconded by Greg Rohanna, the meeting was adjourned at 1:00 p.m.

Member News

Congratulations to Sam and Lauren McCollum of Waynesburg Dari-Delite & Fox's Pizza Den on the birth of their daughter Brittney.

Congratulations to Wendy's Old Fashioned Hamburgers who recently received a QSC (quality, service and cleanliness) ranking of 19th out of more than 700 stores in the mid-western region.

Member Golf Outing

Your Chamber of Commerce is sponsoring a Golf Outing on July 10th at Rohanna's Golf Course in Waynesburg. Mark your calendars now for what promises to be an event full of fun and excellent business contacts. The event is a four man scramble with a shotgun start at 9 a.m. Entry fee per four man team is \$130 and includes 18 holes of golf and carts. Your Chamber of Commerce schedules events such as the Golf Outing to help you do business by putting you in touch with the right people. But, in order for your Chamber to hold such events the support of its members and other local businesses is needed. We are asking you to consider donating a prize for the event. Prizes will be awarded at each hole on the course and through a random drawing so even first time golfers stand a chance of winning a prize. All businesses who donate items will be publicized throughout the course and announced during the event. Teams and prizes may be registered by calling the office.

Seminars In Our Area

"Living with Change," April 27, 1993, 9 a.m. - 3:30 p.m., Seven Springs Mountain Resort, sponsored by Penn State Cooperative Extension, \$18 per person.

"Groundwater Public Forum," March 23, 1993, 5 p.m., First Christian Church, East Beau Street, Washington, sponsored by Washington County Groundwater Coalition, \$7.50 includes dinner.

NEW MEMBERS

WELCOME to our new members -

Waynesburg Milling Company represented by Don Lindsay.

Waynesburg Dari-Delite & Fox's Pizza Den represented by Sam McCollum.

Desetta Shultz Brunofsky, Franklin Township Tax Collector.

Information Solutions & Management, Inc., represented by Todd McConville.

Greene County Wee Care, Inc. represented by Lori Duer and Linda Mariner.

We hope to see you at this month's General Membership Meeting.

Former Miss Rain Day Sought

Do you know of anyone who may have been Miss Rain Day prior to 1979? If so, please contact the office. The pageant committee has begun plans for our 15th anniversary celebration and would like to invite all the past Miss Rain Days back this year. We are looking for anyone who took part in the contest when it was a bathing beauty competition on the court house stairs.

Educational Fund Needs Your Support

The Educational Fund Committee is asking for your support. Each year the committee must raise funds so that we may continue to award the scholarship. If each member would donate only \$5 each, the fund raising goal for the year could be met and the continuance of the program secured. It is such a small amount, won't you please send your \$5 today!!! Watch upcoming newsletter issues to see the progress.



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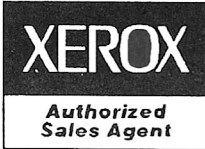
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