

SIGNER CLANER

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

The past month has been extremely busy as almost all of our committees have met at least once to organize and plan for the year's work.

* Hat's off to Melody for all the time and effort she spent preparing for the send-off of Company C on March 11, 2003.

We are coming to the end of our process of becoming an Approved Pennsylvania Chamber. We need to approve a few small changes to our By-Laws and the process will be complete. We are looking forward to this approval as it will provide us with more resources to benefit our membership. Our goal is to operate our Chamber at a superior level of service and support to our current members and to attract new businesses to the fold.

In the future, Melody and I will be meeting with Jeff Kotula, the Executive Director of the Washington County Chamber of Commerce. We hope to obtain information on new ventures and opportunities that we could pursue for the benefit of our Chamber.

We have many new and exciting ideas for 2003. I'm looking forward to a very productive and successful year!

Respectfully, Sheila Elliott Barger President

New Membership Benefit for 2003 Member to Member Discount Program

All up to date members should have received a membership card that will allow you to access the newest membership benefit. The Member-to-Member discount program was unveiled in January, only for Waynesburg Chamber members. It is hoped that the program will create a new awareness of the value of doing business in our community and with other Chamber members. Members can still become a part of the program and are being 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 beginning with the next issue. If you are interested in offering a special discount to fellow Chamber members, it's not too late. Contact the office immediately 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 loose? You'll attract fellow members to your business and in turn, you'll be attracted to theirs!

WEDNESDAY, MARCH 26, 2003 Noon - 1:00 p.m. • Groovy's American Cafe

Speakers: Laurel Swartzwelder
Topic: ChamberChoice Health Insurance Plan for Chamber Members

Networking Opportunity - Bring Your Business Cards for Door Prize Drawing

Director's Note Yet Another Map??

The Chamber was again contacted by Hometown Productions about producing a historical map of the county. Many of you may remember the name of this company as one that was in the area back in 2000 and using my name and our Chamber name as sponsors of the publication. When a member asked me how the map project was going, the scam was unveiled but not before more than 15 advertisers had already paid for ads. A few were able to stop payment on checks and credit cards. The Board of Directors decided not to pursue legal action against the company for using our name without our knowledge. I was quite surprised to be hearing from the same individual, let alone the same company! When I reminded him of the events in 2000 he very quickly told me to have a nice day and hung up the phone. There is nothing wrong with advertising in these publications if you choose to, just be sure that they are being properly presented. If you are contacted to advertise on any map project, please be advised that these projects are NOT Chamber sponsored. If the Chamber plans such a project, you will be notified through the newsletter, by repeated articles, emails and direct mailings, months in advance before anyone visits you in your place of business. And as always, please feel free to contact the office at 724-627-5926 if there is ever any question.

Sincerely, Melody R. Longstreth Executive Director

Thanks

Thanks to First National Bank of Penna for providing the door prize for the February Meeting and Congratulations to Pete Yalch of Three Rivers Mailing Systems for winning the prize!

Thanks to the Greene County Cooperative Extension office for loaning us a desk for our new employee.

2003 Business After Hours

Hosts for the 2003 Business After Hours events are still being scheduled. A Business After Hours is an effective and low-cost way for you to network with other members in a relaxed atmosphere that encourages networking. Building relationships and laying ground work for future contacts with customers, clients, and suppliers is the main focus for the event. Your business can reach 300 Chamber members and you may invite any other individuals you wish, and reach those target markets that you haven't had the time to contact. The public relations value of the event itself, publicity through news releases, radio ads, Chamber Chatter flyers and wordof-mouth make the Business After Hours a beneficial low cost way to introduce your business to others in the community. The following members have been placed on the 2003 schedule:

April Westmoreland County Community College

May Lewis Limousine

First National Bank of Penna. July

August RAG American Coal

If you are interested in hosting a Chamber of Commerce Business After Hours event give the office a call.

Farewell and Welcome

Thanks to Kathleen Gregg of Greene County School-to-Work Partnership as she leaves her post to take another employment opportunity. We thank her for serving on the board of directors and various committees over her years of association with the Chamber. Good luck in your new endeavor!

Welcome to Donald Chappel of Greene County Industrial Development Authority as he takes Kathleen's position on the Board of Directors. Welcome Don!

2003 Newsletter **Advertising Spaces** Available

The advertising that appears in the newsletter is available to any member at a cost of \$300 annually, or \$25 per issue. Time is running out to reserve your annual spot for the 2003 newsletter. Call the office now to sign up. Your ad will reach 335 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.

Calendar of **Upcoming Events**

March 18 - Golf Outing Committee Meeting - 8am - Airport Restaurant

March 19 - Christmas Parade Meeting Noon - Groovy's

March 22 - "Once Upon A Mattress" Waynesburg College PAC

March 26 - General Membership Meeting Noon - Groovy's

March 28 - Membership Committee Meeting - Noon - Groovy's

April 9 – Board of Directors Meeting - Noon

Best Places to Work in PA

Do you know of one of the Best Places to Work in Pennsylvania? Is it your place?

Go to www.bestplacestoworkinpa.com. The nominations must be submitted by April 11, 2003. To be eligible for consideration, companies must:

- Be a profit or not-for-profit business; · Be a publicly or privately held busi-
- · Have a facility in Pennsylvania;
- Have at least 50 employees in Pennsyl-
- · Be in good standing with all Commonwealth agencies under the Governor's jurisdiction.

If you need additional information please contact Sue Smith, Director of Customer Learning at the Pennsylvania Chamber. Sue's direct line is 717-720-5457 or email at smith@pachamber.org

"Image Improvement for Entrepreneurs"

When: Wednesday, April 2, 2003 8:30-10:00

Where: Business Information Center, 700 River Avenue, Pittsburgh-Northshore

- Learn about the importance of your
- · Learn how to improve employee moral and productivity
- Where do you see your image in 3

Co-hosted by: The SBA and Monarch Image Consulting.

Presented by: Janet Pisani, a nationally recognized image consultant.

To RSVP call 412-322-6441 or email wbpic@riversidecenterforinnovation.com

Welcome New Members



Mike Klipsic, Owner 95 East High Street Waynesburg, PA 15370 724-852-6325 Coffee Shop 1 employee

Cornerstone Genealogical Society

Herschel Gapen, President P.O. Box 547 144 East Greene Street 724-627-5653 www.pa-roots.com/~cgs Genealogy Research All volunteer

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.

TALENT SHOW

Sponsored By Waynesburg Prosperous & Beautiful WANB Radio First Federal Savings & Loan of Greene County Rhodes & Hammers Printing, Inc.

Competition will be held every Monday at 7:00 p.m. at the **Waynesburg Theater**

For Information, call 724-627-5555 ask for Judy or Sam

> **Mail Tapes To: WANB Radio Station** 369 Tower Road Waynesburg, PA 15370

MEMBERS IN THE SPOTLIGHT-

ChamberChoice⁻ Health Plans for All Business

ChamberChoice is a complete employee benefits program - including medical, dental, vision, life, disability, and Worker's Comp insurance - available exclusively to Chamber business members. For groups of more than 10 employees contact Laurel Swartzwelder at 1-800-377-3539x757 or 814-733-2500 and for groups of 1 to 9 or more contact Paula Hayden at 1-800-377-3539x752 or 412-456-7252.

CHAYAPRUKS MEDICAL ASSOCIATES

Dr. Prayun Chayapruks is Board Certified in Internal Medicine and Pediatrics. He has been practicing in Waynesburg since 1974. He is currently accepting new patients 10 years of age and up. Stop by his office at 189 East High Street or phone the office at 724-627-8412 to make an appointment. Chayapruks Medical Associates has been a member of the Waynesburg Chamber for over 25 years.



RAG PENNSYLVANIA SERVICES CORPORATION

RAG Pennsylvania Services Corporation is the general partner of two operating coal mines in Greene County: RAG Cumberland Resources, LP and RAG Emerald Resources, LP. Both Cumberland and Emerald were developed in the mid-1970s and began full production in 1977. Each mine has been owned and operated by various companies until July of 1999, when they were purchased by RAG American Coal Company. Cumberland and Emerald are underground longwall mines with approximately 200 million tons of recoverable reserves. In 2002,

Cumberland and Emerald produced a total of 13.2 million clean tons. Coal from Cumberland mine is processed through a 1,600 tons per hour preparation plant. Cumberlands's coal is then shipped by our own railroad to dock facilities enable Cumberland to market its coal throughout the eastern United States' navigable waterway system from the Monongahela River to the Mississippi River. Coal from Emerald is processed through an 1,850 tons per hour preparation plant to a silo and bin loadout facility. Emerald's coal is shipped to market via Norfolk Southern and CSX railroads.

WASHINGTON COUNTY **BUILDERS ASSOCIATION**

The Washington County Builders Association (WCBA) was chartered by the National Association of Home Builders to represent the interests of those in the building industry in Washington and Greene Counties. Their goal is to enhance, promote and develop professional growth within the industry for the mutual benefit of the members and the consumer. In addition to representing their members's interest with a variety of networking, promotional, educational and social opportunities as well as access to various types of group insurance coverage. They invite the consumer to call them for referrals when building or remodeling and to visit their annual Spring Home Expo and Fall Parade of Homes to visit with and preview their members products and services. For more information contact Charlotte S. Scholl at 724-228-7673 or email her at info@wcbabuilders.org.

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

Greene County Tourism **Director Hired**



Jeff Gernert, a Greene TOURIST PROMOTION GENCY Greene co. 1 Creene co. 1 County native, was recently Greene as the Director of

the Greene County Tourist Promotion Agency. Jeff began just a few weeks ago and has already spent time in Harrisburg learning the ropes of the Department of Community and Economic Development's Tourism Grant program. Jeff will be a full-time director of tourism for the county and will soon secome a familiar face in the county as he administers the tourism board's program of work. We wish Jeff much success in his new position. He can be reached at 724-852-5323 and his office will be located in the old blacksmith shop on the Fairgrounds.

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 fit inside the newsletter. There is a \$20 charge for material provided unfolded. A non-profit insert rate is availalbe 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.



Sponsored by: Waynesburg Rotary Club

Proceeds to Benefit: **Waynesburg Rotary Charities**

Elks Lodge 615 East Greene Street Waynesburg, Pennsylvania

Saturday, March 22, 2003

Preview: 7:00 p.m. to 8:00 p.m. Auction: 8:00 p.m.

> Admission: \$10.00 per person \$15.00 per couple

Tickets & Information Call: (724) 627-6410 or (724) 627-6126

Hors d'oeuvres - Punch - Cash Bar Coffee & Desserts Door Prize

UPON YOUR REQUEST, SELECTION MAY INCLUDE:

WOOSTER SCOTT MAX **ORLANDO** DOOLITTLE **EBGI LENA LIU** SHVAIKO KINKADE **HARVEY** ROCKWELL PLISSON **BEHRENS BOULANGER** CHAGALL MOSES HATFIELD

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Regional Internship Center

The Waynesburg Area Chamber of Commerce has joined forces with the Regional Internship Center (RIC) of Southwestern Pa. The RIC has been created through the Three Rivers Workforce Investment Board to fundamentally change the way the internship system operated throughout Southwestern Pennsylvania. The goal is to attract and retain young talent by increasing the number of internships offered in our region. The RIC actively works with employers, assists them in developing internship programs and connects them to potential interns and regional colleges and universities. All services provided by the RIC are free to students and 'employers, which include but are not limited to the following:

For employers:

- Helping employers develop new internship positions or improve already existing internships:
- Providing employers with best practices for internships:
- Posting internship positions on the RIC website;
- Matching employers to students using our matching system;

For students:

- Providing a central point for finding internships;
- Matching students to employers;
- Forwarding student resumes to potential employers;

In a region where there is a potential pool of over 100,000 students, current efforts results in the placement of less than one percent in internships.

Internships are an opportunity for us to create a competitive advantage for the region by leveraging the number of students that we have. By connecting students with area employers and providing them with work experience, they will be more inclined to stay in the region after graduation. The RIC serves employers in the counties of Allegheny, Armstrong, Beaver, Butler, Clarion, Crawford, Fayette, Greene, Indiana, Lawrence, Mercer, Washington and Westmoreland, as well as the panhandle of West Virginia. Through the support of the thirty-three colleges and universities in this region, the RIC operates as a central point for students and organizations to connect. For more information, please contact the Chamber office or Sara Mongell at 412-258-2687.

By-Law Changes Proposed For 2003

The By-Law Committee has met and reviewed the by-laws. The following changes are proposed and will be discussed and voted on at the March General Membership Meeting.

Article 1, Section 4, Add "The service area of the Waynesburg Area Chamber of Commerce will be the greater Waynesburg Area and the County of Greene. Businesses outside of this area who have a vested business interest in that area may also become a member.

Article 2, Section 1, Add item C. "Distinguished Service Award winners will automatically be given a lifetime, honorary membership in the Chamber of Commerce". Delete the words "and signed by the applicant" and "the prospective member will be presented to the Board of Directors for approval" Change the phrase "right to refuse any prospective member" to "right to terminate and membership"

Article 3, Section 6, Add as a last sentence "All absentee ballots must be signed and sealed and presented to the Executive Director prior to the vote"

Section 9. Change the phrase "Calls can be made in advance" to "Calls must be made in advance"

Article 4, Section 1, Add as a last sentence "The five out-going Board Members will not have a vote" Section 5 Remove "when requested" and replace with "and"

Article 5, Section 4, Add "The Executive Director is encouraged to continue professional development by membership in relevant associations and continuing education seminars and conferences. Such development will be supported by budgetary line items as necessary"

Article 8, Section 3. Change "December" to "February"

Article 9, Section 1. Move the first sentence to Article 8, Section 1. Add the words "and Mission Statement" after "bylaws" in that sentence.

Bowling For Kids Sake

The Waynesburg Chamber of Commerce will once again be going for the top spot in the Big Brothers Big Sisters Bowl for Kids Sake on March 30th. The event is a fun afternoon of friendly competitive bowling for a great cause. The Chamber team placed second in last year's event and we are going for the 1st place spot this year. The team is currently looking for contributions from Chamber members. To make a donation to support the Chamber team, please contact the office or send a donation to BBBS to the Chamber office.

Training Opportunities

Following is a list of all upcoming training seminars in our area:

The Indispensable Assistant May 30 & June 27 – 1-800-873-7545

Personnel/HR Assistants
May 27-28 – 1-800-873-7545

High Impact Communication Skills for Women

May 21 & May 23 - 1-800-556-3009

How to Become a Better Communicator May 23 & June 20 – 1-800-873-7545

Balance Priorites &
Manage Multiple Projects
April 28 & May 1 – 1-800-556-2998

Microsoft Office May 14 & May 15 1-800-556-3009

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!

Small Business Development Center Training Opportunities

CE 123 March 25 . . . \$695

Entrepreneur's Growth Conference June 12

To receive further information as it becomes available, please call the Small Business Development Center at 412-396-6233 or visit their website at www.duq.edu./sbdc

Member Bidding Opportunities _

In accordance with Chamber policy, all bids for services and products are placed in the newsletter for all members who are in good standing to share the opportunity to place bids. We are requesting that you utilize the following information in preparing a quote if you are interested in any of these projects that are needed for the Miss Rain Day Pageant Project for 2003.

TEE SHIRTS

Screen-printed tee shirts for the Pageant contestants. Shirts to be yellow with puff printing of the Miss Rain Day logo.

CONTESTANT PHOTOS

A portrait sitting for each contestant at no charge to them with a framed 5x7 color photograph of their choice. This photo will become their official pageant portrait. Additional photos may be ordered and paid for by the contestant. All finished and framed portraits delivered to the Chamber by June 25th. A digital copy of each official portrait will be required for the program book.

PAGEANT VIDEO

The pageant will be held on Sunday July 27th and will be videotaped. A live feed is requested to the high school cafeteria. Tapes will be purchased by the contestants. Two sets of the finished tape will be required for the Chamber.

NEW TITLE HOLDER PHOTO SITTING

A sitting for the new Miss Rain Day will be scheduled after the pageant. Please quote a price on two framed 8 x 10 color photographs. Additional photographs ordered will be the responsibility of the new Miss Rain Day. A digital copy of the portrait will be required for the program book.

PROGRAM BOOK

300 programs - overall size of book is 8 1/2" x 11" with a 1/2" margin on all sides. An estimated 80 inside pages on white offset

stock with black ink. Outside cover on white Lustre Saxony, two color ink, black and one other color ink with up to 3 photos. Also, provide the pricing for the outside cover on white 80# uncoated stock, two color ink, black and one other color ink with up to 3 photos. Binding - two staples. Many photos will be included, please quote a price per photo to be included. All ad copy to the printer by June 30th, 2003.

Please include the following additional options. Cost of 500 books as outline above. Cost of full color inside spread - both 300 and 500 amounts. Cost of full color outside cover - both 300 and 500 amounts.

TROPHIES

All trophies to have silk screen version of the official Miss Rain Day Pageant logo; top to feature a cup and beauty queen figure; one trophy 36' tall-4 tiered, one trophy 32' tall-3 tiered, one trophy 30" tall-3 tiered, one trophy 28" tall-3 tiered, one troiphy 26" tall-3 tiered, four 5x7 engraved plaques; five 20" single tier trophies; 8x10' portrait plaque holding 5x7 photo with engraving; 16x20" plaque holding a 8x10 portrait with engraving. Trophies must be delivered by May 30th.

CHOREOGRAPHY

Choreograph and teach the opening number for the pageant. This is to include attendance at all rehearsals. Each rehearsal will take place at the Waynesburg Central High Shool from 6-8pm. A full pageant rehearsal will take place on Saturday, July 26th beginning at 9 am.

The deadline for sealed bids to be delivered to the Chamber office is 4:00pm on Tuesday, April 8th. The board of directors will award bids at the April Board of Directors meeting. The board of directors has the right to refuse any and all bids. All bidders will be notified in writing of the outcome.

Hammer-In

To be held on April 26, 9 to 5 at the W. A. Young Machine Shop & Foundry in Rices Landing. Thanks to the Appalachian and Pittsburgh Area Artistic Blacksmith Associations for their interest in the shop.



Fayette Business Adventure

Fayette Business Adventure 2003 will be held March 13-16 at Penn State Favette Campus. The Waynesburg Chamber will be represented at this event by our Executive Director, Melody Longstreth. She will act as a judge in the Advertising competition during the closing day of the event. The event is open to 9th and 10th grade students from Greene, Fayette, Somerset, Washington and Westmoreland counties. This regional, four day experience strives to make students in the region aware of opportunities that exist within their own community. In addition to the fantastic hands-on experience of running their own business, students will listen to speakers addressing issues of workforce preparation and development. FBA will also allow students to make business contacts now to increase their possibilities for future job shadowing, internships, and employment opportunities. This year's Fayette Business Adventure is made possible by yet another generous grant from The Eberly Foundation.

\$1,500 Chamber of Commerce Scholarship Applications Now Available

The Waynesburg Area Chamber of Commerce is now accepting applications from high school seniors for a \$1,500 scholarship they will award this May.

This is the thirteenth year the Chamber will award the \$1,500 scholarship. The scholarship program is open to any Greene County student who will be graduating from high school this spring.

The Chamber urges all high school seniors who have been accepted to a College or Technical School as an incoming freshman this Fall and have maintained a cumulative grade point average of 3.0 or better while in high school to apply for this scholarship.

Applicants will be required to write an essay on "What is your purpose in life and how do you plan to address this purpose through your education." Applicants must also furnish a listing of their school activities and local community involvement that will be used in the event of a tie. Applications are available at each County High School and the Greene County Vo-Tech or can be obtained by calling the Chamber of Commerce office at 724-627-5926.

Completed applications must be submitted by 4:00 pm on Thursday, April 24th. The winner will be announced May 14th and the Scholarship Award presented at the Chamber's monthly General Membership Meeting on May 28th.



United Way Holds Annual Awards Banquet

The Greene County United Way held its 23rd Annual Awards Dinner and Victory Celebration on February 27th at the Waynesburg Elk's Club. Over 120 people were present to honor the volunteers of the 2002 United Way Campaign. The local campaign amount raised is over \$252,769 so far, or 101% of the \$250,000 goal. RAG Cumberland and UMWA Local 2300 received the special "Lifetime Achievement Award". Since their first United Way campaign in 1980, Cumberland employees have contributed \$1,219,418. Award recognition was given to the employees of several area firms. The Gold Award, representing a 10% or more increase in employee giving, was awarded to: AMI, Inc. Baily Insurance/Coldwell Banker, Catholic Charities, Central Greene Community Area; Community Action SW, Cornerstone Care, First National Bank, Salvation Army and SCI-Greene. Organizations receiving the Silver Award for their leadership positions in the campaign and for their continuing support were: RAG Cumberland Resources and UMWA Local 2300; RAG Emerald and UMWA Local 2258; SCI-Waynesburg; Southeastern Greene School District; PA Department of Transportation; and PA State Police/Waynesburg Barracks. The guest speaker was Linda Moon, Program Coordinator for the Greene County Women's Center, a local United Way Agency. The United Way was represented by both staff and volunteers from Greene County. Shawna Wilkins, Greene County United Way Board Member and member of the nominating committee, made her report. The eleven incumbents who were re-elected to new terms were: Chuck Baily, Ir, Marilynn Bartley, Barry Cox, Nancy Ferrari, John Glass, Cory Grandel, Richard Kerch, Gene Lee, M. James Milinovich, Gregory Rohanna, and Karen Zalom. Sharon Rodavich was elected President, also elected to serve were: President-Elect Sherri Falor, Secretary Marilynn Bartley, and Treasurer M. James Milinovich. Master of ceremonies Greg Rohanna, in closing the evening, remarked, "We had a very good campaign in 2003, despite contribution decreases in some area, Thank you to all the volunteers and donors who helped make 2002 a successful year."

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CARMICHAELS OFFICE: 101 West George Street • PO Box 397 • Carmichaels, PA 15320 • (724) 966-5053
WAYNESBURG DRIVE-THRU: Intersection of Routes 19 & 21 • Waynesburg, PA 15370 • (724) 852-2203
UNIONTOWN DRIVE-THRU: McClellandtown Road • Uniontown, PA 15401 • (724) 430-2889

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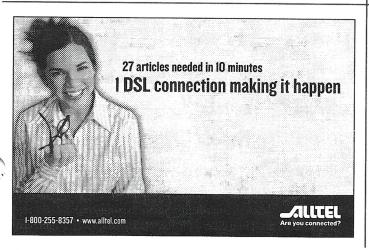
In Our 112th Year –

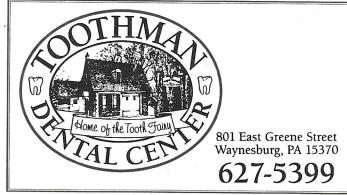
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