

CHAMBER CHATTER

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

LETTER FROM THE PRESIDENT

Get Into The Groove

Come One Come All . . . to the first Town Meeting hosted by your Revitalization Committee! Greene Theatre Company is graciously opening their doors for us at 5:00 on Thursday, May 25 for a social hour, followed at 6:00 by a few speakers who are going to, not only inform you, but get you psyched about downtown revitalization. Everyone is welcome . . . invitations have gone out, but anybody may attend. We want every individual, club, business or group who has vested interest in the polishing of the gem we call Waynesburg to come learn what revitalization is all about.

You won't want to miss our keynote speaker, Bill Fontana, the executive director of the Pennsylvania Downtown Center who will enlighten us all about the possibilities ahead for Waynesburg through the Main Street Program.

Joining Mr. Fontana will be our own Glenn Toothman, who will share his moving vision of Waynesburg and how we can tie the past with our future using technology.

And let us not forget . . . a fitting surprise for one and all . . . our guest mystery celebrity master of ceremonies. He will be sure to put us all in the groove that night.

Plus! Yes there is more! Just so a few lucky people can walk away feeling extra special . . . we are hosting a Shaggadelic Auction. That's right! You can buy chances to win awesome prizes donated by local merchants and businesses.

Then . . . just to keep the excitement alive for a little while longer, we will all stroll down to Groovy's American Cafe to enjoy the sights and sounds of Pittsburgh's own band, Z.O.W.I.E. a spy spoof band (dressed in far out attire) that is sure keep us groovin and movin.

This is an event you don't want to miss! It will be groovy, baby.

Questions? Please call me at 852-3078 or the chamber office at 627-5926

See you there!

Suzanne

CHAMBER SCHOLARSHIP AWARDED

As we award the tenth annual \$1,500 scholarship, we are asking for support from the members once again. It has been many years since we have sought donations from the members at large but the success of the program has begun to drain the resources. We have enabled ten young men and women from Greene County to continue their education and build successful lives. The Scholarship Program is something that all Chamber members can be extremely proud of. This year, twenty two applicants submitted applications for the scholarship, choosing one, was very difficult. A very special thank you goes out to committee chair, Sheila Barger of Laurel Bank and members, Mary K. Pruss with Peacock, Keller, Ecker & Crothers, Chad Moore of First Federal Savings & Loan, Cory Grandel of Waddell & Reed, Charles Perrine of Waynesburg College and Connie Clark of Kyowa America.

The annual \$1,500 scholarship will be presented at the May General Membership Meeting to Jessica Lemley of Jefferson-Morgan High School. Eighteen year old Jessica plans to attend Washington and Jefferson College to pursue a degree in Biomedical Research and Business Administration this fall. Jessica is the daughter of Roy and Sheila Lemley of Waynesburg.

The scholarship is presented each year to a Greene County senior who plans to attend a college or trade school and is based on grade

point average, community involvement, school activities, financial need, and a 500 word essay on "What their life goal is and how they plan to address it through their education"

Applicants from around Greene County were: Amy Wise, Vanessa Mirkovich, Stacey Ullom, Aimee Bosworth, Melanie Adamson, Margaret Kelly, Kelly Gregan, Chad Coursin, Kristi Keith, all of Waynesburg. Michael Pogue of Jefferson, Jennifer Hencel and Laura Michalik of Carmichaels, Kristin Szarell of Graysville, Megan Ross and Kimberly Jo Phillips of Spraggs, Amanda Brewer of Rices Landing, Sandi Jo Willhoft of Clarksville, Sarah Wilson of Rogersville, Joey Marie Hardy of Crucible, Stephanie McCoy of Mt. Morris and Lucy L. Moninger of Sycamore.

Donations to the fund are now being accepted and can be mailed to the Chamber. Donors will be acknowledged in a future issue of Chamber Chatter.



Window decals available
call 627-5926.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ GENERAL MEMBERSHIP MEETING ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

WEDNESDAY, MAY 24, 2000

Noon • Groovy's American Cafe

PRESENTATION OF THE CHAMBER'S ANNUAL SCHOLARSHIP

WELCOME NEW MEMBERS

Clips and Tips

1658 E. High Street
627-5980

Tonya S. Keener-Blasco
Hair Salon

National Youth Cheerleading

443 Sherman Avenue
1-888-636-7705

Tera Harvey
Cheerleading Instruction

Bell's Wholesale Grocery, Inc.

211 Meadow Ridge Drive
Mt. Morris, PA 15349
324-5525

Lawrence Krutko
Wholesale Grocery

Ginny McClelland Dance Studio

80 W. High Street
627-5330

Ginny McClelland
Dance Studio

Carmichaels Golf Course

R.D. 1, Box 314
Carmichaels, Pa 15320
966-7500

Frank Ricco, Jr.
Public Golf Course

MEMBER PROFILE . . .

Carol Howard representing Howard Motors and Excavating.

Carol is a face you may remember. She has been with the McDonalds Corporation for nearly ten years. This past July, after the birth of her son, Chase, she began working from her home for McDonalds as Activities Coordinator for Washington and Greene. So she has been active with many charitable groups in the county. She is currently working on a staff retention project in Washington. But that is not all she does, Carol wears many hats. She is also an assistant instructor for National Youth Cheerleading which just began here in Waynesburg in April. She also is the coordinator for the Miss Riverfest Pageant and has been very active on our Miss Rain Day Scholarship Pageant committee for three years. She now is the Chamber representative for Howard Motors and Excavating. She is active with the Greene County Humane Society and PETA (People for Ethical Treatment of Animals). In her spare time (which is little) she enjoys spending time with her family and her newest sport - golfing.

Member Highlights

Ewing Pollock recently celebrated 50 years as a practicing attorney. He was surprised recently in the courtroom by Judges H. Terry Grimes and William Nalitz, members of the Greene County Bar Association, family and friends who held a ceremony to mark the occasion.

Steve Barrett of the Greene County Messenger recently won a Keystone Press Award from the Pennsylvania Newspaper Association for his story that was published last February titled "Greene County's Miracle Man," which told the emotional story of John Morgan from Nemaocolin. John had experienced numerous brushes with death, and somehow overcame the odds. Congratulations Steve!!!

Andy Scott of the Observer-Reporter recently won second place in the Keystone Press Awards for his editorials. Andy is a staffwriter in the Waynesburg office of the Observer and attends many Chamber events.

We Need Your Input

Know somebody who's moving up in the world or won an award? We want to know about it. "Member Highlights" is one way the Chamber can help you recognize employees and your business, but it's only as strong as the members make it. Send in news about people who have been promoted, hired, or received awards. Send in achievements of your business, did you move, expand, reach a goal? Send in information on events of your business and civic clubs that you belong to. Let us know!!! There is no charge to submit items to us but to be included in that month's newsletter, items must reach us by the first of the month. Call us, fax us or drop us a line and we'll do the rest. We are here to share news and information about members - with members!!

Chamber Golf Outing

June 10th

Carmichaels Golf Course

4-Man Scramble with
Shotgun Start at 8 a.m.

Great prizes
and great networking!!

Contact the Chamber Office
for an Entry Form

SMALL BUSINESS DEVELOPMENT PROGRAMS

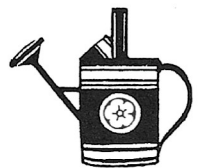
The Small Business Development Center is presenting a series of programs in conjunction with the Washington County Council on Economic Development. The program is entitled "Is Your Business Healthy?" and will cover five topics:

- Are You Managing Your Company Financially?
- Marketing Techniques That Get Results
- Human Resource Management
- Electronic Commerce - Is It For You?
- Planning for Future Growth

The two hour programs will be held on consecutive Wednesdays in May beginning May 3, 2000. Due to the generosity of their sponsors, there will not be a charge to attend any or all of the seminars. To register, contact Jeanine M. Henry, Management Consultant, Small Business Development Center at 724-627-9054.

RAIN DAY WINDOW DECORATING CONTEST

Rain Day 2000 will be here before we know it. Let's make this a year to really celebrate. All Chamber members are challenged to participate so start thinking now about decorating your storefront windows with a Rain Day theme. First place in the contest will be awarded \$100 plus ownership of the coveted Golden Watering Can for the next year. Second place will receive \$50 and third place will receive \$25. Judging will take place on Monday, July 24th in the afternoon. Deadline for entries is Friday, July 21st and entry forms can be obtained by calling the Chamber office or the Borough office. The contest is sponsored by the Special Events Commission, a body of Waynesburg Borough.



Waynesburg College Mathematics Professors Co-Author Textbook

James R. Bush and Paul M. Sielski, associate professors of mathematics at Waynesburg College, have co-authored a statistics textbook designed especially for students in the College's Nursing Express Track (NET).

Entitled "Elementary Statistics for Health Care Professionals: A Workbook Approach," the text book will be released this summer. The 14-chapter workbook takes a modular approach and requires as little as five weeks to complete. Each chapter is accompanied by exercises with answers for practice.

Sielski noted that the material covered in the book prepares nursing students to be able to read research papers and experimental design reports. "The text is consumable and should be readable by the student," he said, adding that this is believed to be the first custom-designed text written for the NET Program.

"We designed the workbook with the quick pace of the AACE course in mind," Bush said. "We wanted students to work through a manual that they can keep and refer to in subsequent courses."

Sielski teaches at the main campus and also Summerfield Commons Center and is a resident of Waynesburg. He earned his doctorate in Mathematics Education from the University of Pittsburgh.

Bush has been teaching at Waynesburg for nine years. He lives in Pittsburgh and earned his doctorate in Biostatistics from the University of Pittsburgh.

More information is available by calling Bush at (412) 242-2874 or Sielski at (724) 627-9174.

YOUR DEDICATED BENEFITS COORDINATOR

Managing an employee benefit plan can be a difficult, time consuming and often thankless task. You should spend your precious time running your business. ChamberChoice has dedicated benefits coordinators who will handle all aspects of your health insurance. Many customer service issues can arise and our benefits coordinators are here to help with any aspect, including:

- Questions about benefits and claims
- Additional Coverage
- Requesting Supplies
- Adding and deleting subscribers

ChamberChoice clients are encouraged to call when faced with these issues. If your current insurance/benefits administrator isn't handling these situations for you, call ChamberChoice and we'll introduce you to our program and the ways we can provide the hands-on benefits management that you and your employees deserve. Your time is valuable and getting your insurance benefits from ChamberChoice can be an amazing time saver for you.

GENERAL MEMBERSHIP MEETING

Wednesday, April 26th, 2000 – Golden Corral Steak House

MEMBERS PRESENT: Katy Shultz-Hospice Care, Penny Ketchem-Waynesburg College, David Pollock-Pollock, Pollock, Eron Debolt-McDonalds, Carol Howard-Howard Excavating, Ruth Enci-Area Agency on Aging, Lena Hughes-Morris Insurance Agency, Charles Perrine-Waynesburg College, Connie Clark-Kyowa America, Debbie Inghram-Baltimore Life, Ed DeVoge-Observer-Reporter, Andrew Corfont-Community Bank, Harry Anderson-Honorary Member, Millie Wonderling-Bowly Library, BJ Quallich-WANB Radio, Frank Pecjak-Pecjak's Sunoco, Ralynn-Lund-G.C.I.D.A., Jeanine Henry-Small Business Development Center, Cory Grandel-Waddell & Reed, Sheila Barger-Laurel Bank, Mary Parkinson-Honorary Member, Kathleen Gregg-Greene County School to Work Partnership and Karen Zalom-RAG American Coal.

President Suzanne Huffman called the meeting to order at 12:30 p.m. Introductions were made around the room. On a motion by Katy Shultz seconded by Carol Howard, the minutes of the previous meeting were approved. On a motion by Andrew Corfont, seconded by Lena Hughes, the Treasurer's Report was approved. On a motion by Millie Wonderling, seconded by Mary Parkinson, the Secretary's Report was approved.

COMMITTEE REPORTS: Ed DeVoge reported in the absence of Golf Outing Chair, John Glass, that The Golf Outing will be held on June 10 at the Carmichaels Golf Course who is a new member. The event will be a four-man scramble at a cost of \$60 per man, which includes lunch. Over 200 invitations were mailed and the committee is now seeking door prizes. Suzanne Huffman, chair of the Revitalization Committee, reported that the committee has joined the Main Street USA program and is currently beginning discussion on how best to organize the committee to be in the best possible position for funding. 'Downtown' has been defined by the committee to begin at 1-79 following the Route 21 corridor into downtown to the 21/18 intersection. The area will extend North and South for one block from the main route. She has been very pleased with the volunteer support on the government level through to the private sector. The committee is planning a town meeting to unveil the program for May 25th at the Waynesburg Theater and Groovy's with a 60's theme. Glenn Toothman and the new Executive Director of the Pennsylvania Downtown Center will speak at the event. Sheila Barger, chair of the Educational Fund, reported that 22 applications were received and have been sent to committee members for judging. The committee will meet on Monday to tally the scores and determine the winner. Melody Longstreth reported that applications have been released for the Miss Rain Day Pageant and the committee is currently finalizing the plans for the event. Bid requests for materials and services for the pageant have been placed in the newsletter. The Welcome to Waynesburg sign issue was updated for the members. We are currently in a re-permitting process with PennDot and the County will be taking down the sign and placing it in storage until the new location is approved.

OLD BUSINESS: No old business was brought before the membership.

NEW BUSINESS: BJ Quallich reported that Greene County Day at Kennywood Park will be held on July 10th. Ride all day tickets for \$13.50 along with bus tickets for \$21.00 are available at the Chamber office. WANB has donated 40 tickets to be used for the Miss Rain Day contestants. Millie Wonderling asked if the Chamber could write a letter to PennDot to encourage them to paint the Masantown Bridge, which is beginning to rust badly. Suzanne Huffman agreed for the office to look into plans for the bridge by contacting PennDot.

Suzanne Huffman reviewed the proposed changes to the By-Laws and Policies & Procedures and then opened discussion. Ed DeVoge pointed out that the Executive Committee should be changed from unanimous vote to three of the four in the event that someone might be unable to be reached for a vote. Also a quorum consisting of eight board members means that five members could control the vote on a given issue. A change to a higher number constituting a quorum would eliminate that issue. The membership discussed these changes and recommended that they be put back before the By-Law Committee for review and recommendation.

On a motion by Andrew Corfont, seconded by Carol Howard, the meeting was adjourned at 1:05 p.m.

Respectfully submitted,
Melody Longstreth
Executive Director

**Get In The Groove
of Downtown
Revitalization**

TOWN MEETING

Hosted by

**Waynesburg Area
Chamber of Commerce**

Thursday, May 25, 2000

at the

Waynesburg Theater and Arts Center

5:00 p.m.

Hors D'oeuvres

6:00 p.m.

Presentation of Main Street Program
Speakers:

**Glenn Toothman, Lasting Impressions
Bill Fontana, Executive Director
Pennsylvania Downtown Center**

7:00 p.m.

**Community Mixer at Groovy's
American Cafe**

—
Please RSVP 627-5926

WAYNESBURG COLLEGE LAMPLIGHTERS

To Go On Tour

Following a successful year of shedding musical light abroad in Greene County and the surrounding region, the Waynesburg College Lamplighters are heading to the nation's capitol to make a joyful noise unto the Lord.

On Sunday, May 7, the 19-member choir under the direction of Dr. Richard J. Stanislaw will present selections during two morning worship services to be held at the National Presbyterian Church in Washington, D.C. The invitation to sing came from Waynesburg College alumnus Dr. Harry Winsheimer, who is on the pastoral staff of the church.

During their stay in Washington, the group plans to visit the facilities of the American Studies Program, attend a concert at the National Cathedral, and do plenty of sightseeing. On the way home, they will perform for various music classes at Thomas Stone High School in Waldorf, Md.

Stanislaw said the students are excited about the trip, which is the culmination of an active year. Busy throughout the year performing concerts at area churches and community events, such as the annual Christmas concert, the Lamplighters also recently presented their annual spring concert at the Performing Arts Center on the College campus.

Stanislaw noted that participation in the Lamplighters is elective. "They put in lots of time and discipline," he said. "They're not music majors, but they sing as if they are . . . They do it for the love of it.

Still, all of this activity is nothing compared to what Stanislaw says he has in store for the group next year. In fact, he has already completed an itinerary for next year's tour, which will include Germany, Austria, and Hungary. In order to offset the costs for such an ambitious project, he is already busy booking concerts for next fall and winter.

Stanislaw, who is also Vice President for Academic Affairs at the College, began directing the choir two years ago. His love for God, and music, as well as his professional expertise, shine through every concert. A published author, his background also includes a master's degree in choral direction from Templeton University, where he studied under Robert Page, and doctorate in the same field from the University of Illinois.

While the Lamplighters sing a variety of music, they clearly prefer sacred selections such as "Gloria," "He Leadeth Me," and "Amazing Grace."

"The students sing in the Lamplighters as a ministry, as well as entertainment,"

Stanislaw said. "Churches are one of the few places where people still sing, because they have something to sing about."

For more information regarding Lamplighters' concerts, contact Dr. Richard Stanislaw at (724) 852-3253.

Nominations Sought for Employers Who are "Champions of Older Workers"

The Pennsylvania Hall of Fame of Champions of Older Workers is accepting nominations of employers in Greene County as part of a statewide search to acknowledge employers who made a special effort to hire and accommodate workers 55 years of age and older during 1999.

Employers who have actively recruited older workers, developed opportunities and training, provided flexible schedules, promoted older workers from within or generally made accommodations for a mature work force are sought for recognition. Employers may represent large or small businesses as well as public agencies.

Each nominee receives a certificate of appreciation and recognition during National Employ the Older Worker Week September 24 - 30, 2000. These employers are entered in a statewide competition. From this group a Grand Champion of Older Workers will be selected and honored at an awards luncheon in Harrisburg on November 3, 2000.

Today's workforce is comprised of a diverse group of individuals, including older workers. Many people work well past retirement age in order to stay busy and healthy. Others stay on the job because of economic necessity.

Employers find that this group of individuals answers many dilemmas when hiring employees, since the older worker is reliable, dependable and eager-to-learn. Each year, the Pennsylvania Hall of Fame of Champions of Older Workers has recognized those businesses that employ the older worker and realized the benefits of this decision. Anyone may nominate.

Nomination forms may be obtained by calling the Chamber office at 627-5926.

Web Page

Build it right, and they will come - if you have or plan to have a Web site, first and foremost, make it easy to use. Web users of all types with varying skills and modem speeds all prefer sites that are logically organized and easy to navigate.

Slow speed kills - Surfing is an active process, and Internet users want their information downloaded quickly.

Be interactive and informative - Another important element is to maximize the potential of this hot two-way medium; allow users to communicate with you and in return provide information on what they are interested in. If they're interested in purchasing your product or services, give them the easiest and quickest options to complete that transaction.

Pay attention - Web users expect accurate and up-to-date information right away, so respond to questions and other requests in as close to real-time as possible. Update your site regularly with information and be responsive to consumers' needs. For example, a well thought out FAQ (Frequently Asked Questions) section can minimize the amount of questions your site receives by providing the answers in advance.

Keep things fresh - Update your site's content and technology as often as you can afford; if you don't, people will likely become bored and go elsewhere. You can be sure your competition is coming up with new and exciting ways to attract your customers to their sites.

Advertise it - Market your e-mail and Web address on and in everything your company does. Use both online and offline advertising vehicles to attract customers to your Web site, and play to your strengths in advertising. If you're a local store with an online presence, emphasize the fact that customers can avoid shipping costs or delays by purchasing the product locally, too.

Measure up - Keep a close eye on your Internet strategy and make sure it's meeting your objectives. Many monitoring tools exist to help you chart your progress. Look at the numbers, analyze what parts of your Web site are attracting the most users and build on that success. Routinely ask your customers how they heard about the site and what they liked best about doing business with you.

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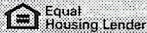
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WAYNESBURG AREA CHAMBER OF COMMERCE

19 South Washington Street
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