

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.

250th MEMBER JOINS CHAMBER

April held a milestone for the Waynesburg Area Chamber of Commerce. The 250th member joined the Chamber ranks. Mrs. Kathy Kiger, owner of the Airport Restaurant made the decision to join the growing number of area businesses who are members of the Chamber of Commerce. She had no idea she would be come the 250th member as she signed her membership investment check to the Chamber. The Chamber of Commerce is actively seeking members into our organization, which serves the greater Waynesburg area. The goal for



Charles Perrine of Waynesburg College and President of the Waynesburg Chamber of Commerce presents the 250th membership plaque to Mrs. Kathy Kiger, owner of the Airport Restaurant.

2002 is to reach the 300th member mark. The Chamber of Commerce serves both the business and residential community in the area acting as the "front door" to Waynesburg and offering numerous benefits to its members. The Chamber also gathers statistics, prints brochures, answers inquires and markets what a great place the area is to work, live and enjoy life. But the Chamber also acts as an organization point through which business and professional people work together for the common good of the community. The Chamber sponsors the annual Christmas Parade, the Miss Rain Day Scholarship Pageant and offers an educational scholarship to a graduating High School senior annually. The Chamber also began the newly incorporated, "Waynesburg Prosperous and Beautiful, Inc." which will oversee the Revitalization of the downtown area through the Main Street USA program.

New Web Site Coming Soon

at

www.waynesburgchamber.com

President's Letter

Dear Fellow Members,

As I have looked around the room at general membership meetings, I usually have seen the same twenty-five or thirty "regulars," with a few new faces thrown in for variety. This gave me the impression that we are a small chamber.

I was wrong.

As of the last Board meeting, the Waynesburg Chamber of Commerce is comprised of **258 member businesses!** Melody Longstreth has set a goal of 300 member businesses by the end of the calendar year, which will make us a substantial chamber. Not only are we strong in numbers, but also in participation. I have also been attending committee meetings and have seen how active most of them are in their specific areas of responsibility. There is a lot more going on than one would perceive from attendance at a membership meeting.

Collectively, we can yield considerable influence for the good of business and the general well being of people in Greene County.

Members might want to think about where our leverage might most constructively be applied.

Sincerely,
Charles N. Perrine
President

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.

ChamberChoice™
Health Plans for All Business



WEDNESDAY, MAY 22, 2002

Noon • Groovy's

SPEAKER: DONALD CHAPPEL, GREENE COUNTY INDUSTRIAL DEVELOPMENT
TOPIC: EVERGREENE TECHNOLOGY PARK

Networking Opportunity - Bring Your Business Cards for Door Prize Drawing

WELCOME NEW MEMBERS

SPRINGHILL ANIMAL CLINIC

Dr. Vicky L. Soles
453 Ned Ridge Road
New Freeport, PA 15352
724-447-2316
Fax: 724-447-2316
2 employees
Veterinary Service

FIRST UNITED METHODIST CHURCH

Rev. John Phipps, Church Pastor
112 North Richhill Street
Waynesburg, PA 15370
724-627-5951
Email - pastorj@alltel.net
Church

RYERSON STATION STATE PARK

Mr. Frank W. Anna
361 Bristoria Road
Wind Ridge, PA 15380
724-428-4254
Fax: 724-428-4713
Email: ryersonstationsp@state.pa.us
Web: www.dcnr.state.pa.us
State Park Recreational Area

THE WASHINGTON HOSPITAL

Kevin W. Brown
155 Wilson Avenue
Washington, PA 15301
724-223-3552
Fax: 724-229-2415
Web: www.washingtonhospital.org
Hospital

DIRECT RESULTS

BJ Quallich & Shelly Brown
33 East High Street
Waynesburg, PA 15370
724-627-2040 - Phone & Fax
Email: ads@greeneSaver.com
Web: www.GreeneSaver.com
Direct Mail Company
2 employees

COLLINS' JOCK STOP

John F. Collins, Owner
1421 Jefferson Road, PO Box 92
Jefferson, PA 15344
724-883-3909
Fax: 724-883-3867
Sporting Goods, Screen Printing, Trophies & Awards
2 employees



Ms. Margy Linkel, Account Executive Direct Sales
200 Allegheny Drive
Warrendale, PA 15086
Mobile 412-720-1303
Fax 412-913-2135
Customer Service 800-922-0204
Email - Margy.Linkel@VerizonWireless.com
Wireless Phone Service

RUSH GROCERY AND VIDEO

Mrs. Judy Rush
3267 W. Roy Furman Highway, PO Box 388
Rogersville, PA 15359
724-499-5980
Fax: 724-499-5296
Email - JudyRush@alltel.net
Convenience Store, Subs and Pizza
5 employees

COMMITTEE UP DATES

GOLF OUTING COMMITTEE

John Glass, Chair

The event date is May 17th at the Greene County Country Club. We will have a car and a 4-wheeler donated to use as hole-in-one prizes. Sponsors are now being sought for the various items that are needed and the committee is currently soliciting door prizes. Cost of a four-man team is \$300 and includes a cart, breakfast and lunch. As of today, we have nine teams registered with several more promised. There are still several carts without sponsors and a few holes as well.

MISS RAIN DAY PAGEANT

Andrew Corfont, Chair

The Kick-Off banquet has been scheduled for June 5th and a sub committee is planning the details. Applications have been released and school visits have occurred. To date there are six candidates registered. The committee is finalizing the schedule for the contestants and making the final plans for the kick off banquet. Sponsorship requests to all members will be mailed the week of May 6th.

PARADE

Melody Longstreth, Chair

The committee's main focus for the 2003 parade is safety of the participants in the line up area. A plan was developed that will enlist the help of paid security staff. Melody Longstreth and Bruce Wermlinger approached First Federal Savings & Loan to become the major event sponsor and they agreed. We will now have the necessary funds to make an excellent attempt at providing a safe line up area.

MEMBERSHIP

Susan Stoy, Chair

Our current membership is at 258 members with goal of 300 by year's end. Our 250th member joined the Chamber and press releases with photos were prepared and sent to the area papers. Discussion is still open on a possible increase in dues for 2003, along with a new rate schedule. The last rate increase took place almost 10 years ago and appears to have been a \$10 across the board increase. A Member-to-Member discount program will be the summer project of the committee and plans are now underway.

SCHOLARSHIP

Karen Zalom, Chair

Thirty-Three applications have been received and five were disqualified. The scholarship committee is reviewing the remaining eligible essays and ranking their top ten. The committee will meet on May 10th to tally the scores and inform the winner. The presentation will take place at the May General Membership Meeting.

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, \$32.50 for non-profits 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 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.

Member Offers A Great New Idea

Studio R owner, Carol Randolph, has announced that she will begin offering parties for birthdays, graduations, anniversaries or whatever at her Morgan street studio. You can choose from a good variety of activities that include painting and craft projects with Carol Randolph, singing and stories with Fuzzy Randolph and games with Todd Randolph. They have a list of options in each category from which you can choose. They will supply all of the tables, chairs, equipment and supplies for each person who will leave with a project that they did themselves at the party. You will supply any refreshments you want to serve but you won't need to serve a meal—just something light. You can decorate also, if you desire. At the end of the party you can leave with the guests and the clean up is up to Carol and her crew! So now you have an option for your celebrations that is really different. And you don't have any mess to deal with! For more information, give Carol a call at 724-852-6363.

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 the Waynesburg Area 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 2001. 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 certificate of appreciation and recognition during National Employ the Older Worker Week September 22-28, 2002. 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 at the Harrisburg-Hershey Marriott on November 1, 2002. 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 individual 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 from the Waynesburg Area Chamber of Commerce Office located in the Fort Jackson Building on South Washington Street in Waynesburg. Help find the best choices possible for the Hall of Fame award from the Waynesburg Area. Nominations must be received on or before July 5, 2002. The Waynesburg Area Chamber of Commerce serves the greater Waynesburg business community and the public at large. Applications are also available by calling the Chamber of Commerce office at 724-627-5926.

Thank You For YOUR Renewals!

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

Dr. Prayful Vora
Lewis Limousine
Resolutions
Picture Perfect
Dr. Stanley Falor
Swala's Antiques
Waynesburg Radio Shack
Bruno & Bruno

Women Business Owners Have The Opportunity For Free Assistance

In an effort to highlight and continue the phenomenal growth of women-owned businesses in Western Pennsylvania, the Women's Economic Development Outreach (WEDO) organization plans an unprecedented weeklong tour encompassing 15 counties. For the first time in Pennsylvania, a dynamic group of women leaders, comprised of business owners, local, state and federal representatives, bank officials, economic development organizations and other women-focused organizations, will tour five districts between June 10 - 14, 2002, supplying information and resources to area women business owners. Registration for each day begins at 8:30 am with a complimentary Power Breakfast and runs from 9:00 am - 12:30 pm. Women business owners are encouraged to visit www.e-magnify.com for a complete schedule of events and to register online or contact one of the day coordinators for the program closest to their area. Reservations for all WEDO programs are free and limited to 100 participants. Calls must be received by June 3, 2002.

June 11, 2002 (targeting Greene and Washington Counties)

Location: George Washington Hotel,
60 South Main Street Washington

Contact: University of Pittsburgh's Small Business Development Center
724-627-9054 (Greene County) or
724-229-8078 (Washington County)

The tour officially kicks off in Westmoreland County and continues through the I-79 Interstate corridor, offering participants an in-depth look on business financing; access to capital; information on certification on the state and federal level as well as private certification; and developing entrepreneurial networks. There will also be an opportunity to complete the state WBE certification application with a representative from the state after the program. National City is the exclusive lead sponsor of the 2002 WEDO Tour. Additional sponsors include the National Association of Women Business Owners, the Pennsylvania Department of Community and Economic Development, US Small Business Administration, the Women's Business Network and Seton Hill College's National Education Center for Women in Business.

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.

Annual Entrepreneur's Growth Conference

The Duquesne University Chrysler Corporation Small Business Development Center is hosting the 4th Annual Entrepreneur's Growth Conference on May 23, 2002 at Duquesne University. The plans for this event are coming along nicely. Anyone serious about starting or growing a successful business and learning about the latest recourses, tools and information should attend. Each of the event's workshop speakers, wheater a business expert or seasoned entrepreneur will equip attendees with strategies that they can begin too implement in their business the very next day. The Entrepreneur's Growth Conference will also provide new ideas for growing your business and introduce you to new people who can help you build your business and do it right! For more information call 412-396-6233 or visit www.duq.edu/sbdc

Calendar of Upcoming Events

May 18th & 19th

Airport Days - Greene County Airport

May 19th

Bowl for Kids Sake
Yanek's Lanes - Jefferson

May 22nd

General Membership Meeting
Groovy's - Noon

May 23rd

Waynesburg Prosperous & Beautiful
Board of Directors
Groovy's - Noon

May 24th

Membership Sub-Committee
Airport Restaurant - 8:00am

May 28th

Miss Rain Day Committee
Groovy's - Noon

May 31st

Last day of School

June 1st

Fishing Derby at Ryerson Station State
Park - 9:00am

June 5th

Miss Rain Day Kick Off Banquet

June 7th, 8th and 9th

Pioneer Festival - West Greene
High School

MEMBER PROFILES

GREENE COUNTY HISTORICAL SOCIETY & MUSEUM

The Greene County Historical Society and Museum is a 52-room 1860's brick building that was the former County Poor Farm. The site was first leased from the county in 1969, and opened as the Museum in 1971. The site is listed on the National Register of Historic Places and sits on 19.6 acres in a scenic country setting just three miles East of Waynesburg on Rolling Meadows Road. The site has an additional six outbuildings and houses over 10,000 artifacts, photographs and paper materials. A variety of exhibits and period rooms represent local history country wide from the Monongahela Culture ca. 900 to 1600 to the frontier days and into the early twentieth century. Located on site is the W&W Narrow Gauge steam locomotive, a reconstructed log cabin, and a trail and picnic area. The museum is also the location of the society's main office and the museum gift shop. Stop by or call 724-627-3204.

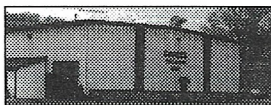


SAM'S CLUB

Sam's Club, located at 80 Trinity Point in Washington is a wholesale buying club offering business memberships at \$30 each which includes one Primary, one Spouse, one Company and eight additional cards for \$15 each. Their Advantage Membership at \$35 includes one Primary, one Spouse and three additional cards for \$15 each. Their Elite Membership at \$100 includes one Primary, one Spouse, three additional cards for \$15 each and a Discount Package with coupons. They also offer specials through out the year. They offer merchandise, electronics, grocery, bakery, butcher shop, books, office supplies, furniture, jewelry, clothing and much, much more. For more information, contact Susan Miller at 724-229-5206.

CHUCK'S COLLISION SHOP

Chuck's Collision Shop was established in July 1980, owned by Charles E and Mary Ann Kreuzer. The business started out in a small shop on Blackberry Alley. In 1988, the business grew out of the building it was in at 810 East High Street and moved to the current location of 190 Jefferson Road. On January 1, 2001, Chuck retired from the business, and it is now owned by his son Chuck



and his wife Lisa Kreuzer. They are a direct repair facility for many insurance companies. They guarantee all collision repairs. In addition, they also offer spray-on-bed liners, windshield replacement, mechanical repairs, state inspections, 2 and 4 wheel alignments and 24 hour towing. For more information, contact them at 724-627-8218 or email at ChucksCollision@greenepa.net

WASHINGTON COUNTY BUILDERS ASSOCIATION

The WCBA is a trade association for companies involved in the building industry in Washington and Greene Counties. It was chartered by the National Association of Home Builders in 1961 to be an advocate for the building, remodeling and related industries and to promote home ownership and private property rights. The association provides members with opportunities to improve their business through networking, education and increased visibility and provides consumers with contractor referrals and guidelines for choosing a builder/remodeler. The WCBA is also affiliated with the Pennsylvania Builders Association.

NOVA CARE REHABILITATION

Nova Care Rehabilitation has been providing physical therapy services in the area since 1993. They provide a variety of services including orthopedic and sports physical therapy as well as work hardening and aquatic therapy programs. They also offer a work strategies program which provides their services to local businesses and industry to focus on work injury prevention to decrease worker's compensation costs and lost work time. They cover a large area of western Pennsylvania and have offices in Waynesburg, Washington, Charle-roi and Uniontown. For more information, contact John Kushner, PT, ATC at 724-627-9489 or by email at JKushner@HQ.novacare.com.

YINGLING INSURANCE AGENCY



Waynesburg and Carmichaels. In November of 2000 Curtis and Brenda Yingling purchased the Morris Insurance Agency, and renamed it Yingling Insurance Agency. The agency has been serving the local communities of Southwestern, PA for over 25 years. Companies repre-

Yingling Insurance Agency is a full service insurance agency with two convenient office locations in



sented are ERIE INSURANCE GROUP, Conemaugh Valley, Aegis, AIC, AIG and more. Being an independent insurance agency gives the agency the ability to personalize Auto, Home, Motorcycle, Business, Farm, Life, and Health insurance to fit your current insurance needs. Yingling Insurance Agency employs eight experienced-friendly-local agents. Give them a call for a free comparison quote at 724-852-2770.

DIRECT RESULTS

Merchants now have a new and unique option for advertising to Greene County area consumers. Two local businesswomen, already familiar to most Chamber members, B.J. Quallich and Shelley Brown, have formed a new company. Direct Results specialized in direct mail advertising for businesses targeting consumers in Greene County and surrounding areas. In addition to custom marketing projects, independent and joint campaigns, specialty advertising and custom promotions, Direct Results will also publish a shopper piece called the "Greene Saver." This direct mailed tabloid incorporates display advertising, couponing and free giveaways - all directly targeting and featuring Greene County area residents and community activities. The "Greene Saver" is a fun king of publication that will be direct mailed to over 16,000 households in this market area. Any Chamber member interested in finding out more about the "Greene Saver" or Direct Results advertising services can contact B.J. Quallich at 724-880-1449, or Shelley at 304-871-6297. You can visit the company website at www.GreeneSaver.com or reach them by email at ads@GreeneSaver.com

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.

Government Affairs Committee Needs Members

Members who may be interested in serving on a new Government Affairs Committee should contact the Chamber office. The committee must be reflective of the Chamber's business membership and encourage participation in government affairs activity at all levels, local, state and federal. The committee will support the pro-business community and advocate this position to the state legislative delegation.

Yingling Insurance Agency



ERIE
INSURANCE
GROUP

AUTO ■ HOME
FARM ■ BUSINESS
HEALTH ■ LIFE

150 Stewart St.
Waynesburg, PA

203 W. George St.
Carmichaels, PA

(724) 852-2770

(724) 966-5073

Full Staff of Local, Experienced Agents at Both Locations

We Are Here to Serve All Your Insurance Needs

We're Here To Help You . . .



*Bill
DeWeese*

54 Washington St.
Waynesburg, PA
627-8683



More than just Internet access...
We are your local Internet experts.

GreenePA

852-2599

<http://www.greenepa.net/>

GreenePA is a service of
Within Technology, Inc.

Fast 56K Dial-ins
Faster ISDN Dial-ins
Digital Modems
Business Accounts
Web Hosting

First Federal

savings and loan association
of GREENE COUNTY

FDIC



TELEPHONE BANKING

627-4291 or 1-877-GREENE CO (1-877-473-3632)

HOME OFFICE: 25 East High Street • PO Box 1901 • Waynesburg, PA 15370 • (724) 627-6116
FAYETTE OFFICE: Main & Beeson • PO Box 1246 • Uniontown, PA 15401 • (724) 437-2861
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

www.firstfederalofgreene.com

**Your Number
One Source
For News And
Information In
Greene County
7 Days A Week.**

*Serving Greene County
for more than 90 years.*



Observer-Reporter

32 Church St., Waynesburg, PA 15370
www.observer-reporter.com
E-mail: orgnco@observer-reporter.com
(724) 852-2602 or 1-800-222-6397 Ext. 3356 or 3357

Westmoreland County Community College

GREENE COUNTY EDUCATION CENTER

Start here.

- 45+ majors to prepare you for a career with a future
- Worry-free transfer program for bachelor's degree seekers
- Convenient learning formats - online classes & telecourses



724-627-3464

Go far.

**COLDWELL
BANKER**

**Baily Agency Inc.
Insurance & Real Estate**

55 S. Washington St. • Waynesburg, PA

724-627-6121

ALLTEL Helps Your Community Stay In Touch

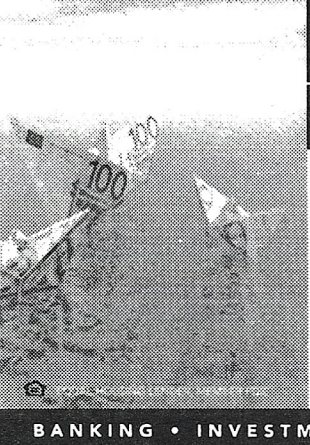
ALLTEL takes pride in community involvement, from the telecommunications services we offer, to our community volunteer efforts.

As community volunteers for school programs, we introduce the younger generation to the wonders of the phone. At local events we educate the public on what lies beyond those phone lines.

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


For all your community's needs, we're there, keeping your lines of communication open and more.

ALLTEL



RELATIVE CALM IN A SEA OF UNCERTAINTY.

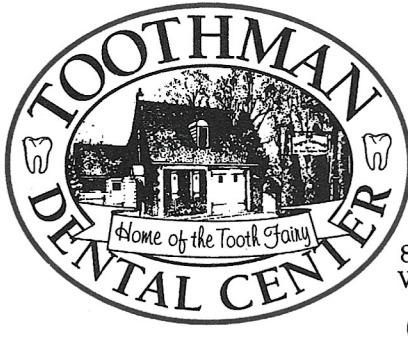
Relationships Built on Trust.



First National Bank
of Waynesburg

Waynesburg Office
1 West High St.
(724) 627-6126
Sheila Barger, Manager
FNB Online: www.fnb-online.com

BANKING • INVESTMENTS • INSURANCE



801 East Greene Street
Waynesburg, PA 15370
627-5399



Community Bank
A century of service to our communities

TELEPHONE BANKING 1-888-223-8099 or 724-966-8286

Carmichaels 724-966-5041	Greene Plaza 724-627-3134	McMurray 724-941-9030	Washington 724-225-5300	Washington Mall 724-225-4797
Claysville 724-663-7723	Greensboro 724-943-3581	Pioneer 724-499-5136	Waynesburg 724-852-1715	Southpointe 724-743-0700



www.communitybank.tv Member FDIC

Bell's Wholesale Grocery, Inc.
"Ring Bell's for Service"

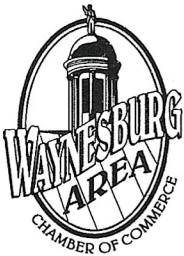
Full Line Distributor Serving Greene County
In Retail and Food Service For 40 Years!

*Deli • Meat • Bakery • Grocery • HBL
Frozen Food • Tobacco • Dairy • Produce*

211 Meadow Ridge Drive
Mt. Morris, PA 15349
1-800-288-2565

HELP US KEEP OUR MAILING LIST CORRECT

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**

19 South Washington Street
Suite 100
Waynesburg, PA 15370
Phone: (724) 627-5926
Fax: (724) 627-8017
E-mail: wbgchamb@greenepa.net
www.greenepa.net/~wbgchamb

PRE SORT STANDARD
U.S. POSTAGE
PAID
Waynesburg, PA
Permit No. 18

Did you see your name in this issue?
If not, call the office to find out how
to be in next month's issue.

*Please be sure to share this
newsletter with others in
your place of business.*

