

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.

President's Letter

Good News! It's finally here - The new Waynesburg chamber website. I encourage all members should take a few minutes to check it out. I had a chance to view the site and was quite impressed. As always, Melody has done a great job of coordinating information for the site.

On another note, don't forget to make your reservations for the annual banquet. This a great time for the membership to get together. This year we will be honoring Robert W. Fox as our Distinguished Service Award recipient. Mr. Fox was selected due to his outstanding service to our community along with his own personal and business success.

I look forward to seeing you there.

Sincerely,
 Sheila Elliott Barger
 President

Board of Directors

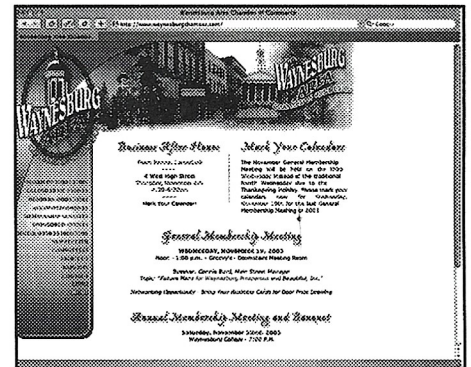
A big thank you goes to the following board members as their terms expire at the end of 2003. Your service and dedication to the Chamber and it's mission is greatly appreciated.

- John Owen** - Waynesburg Borough
Special Events Commission
- Renee Jones** - Fox Charter Service
- Cory Grandel** - Waddell & Reed
- Merle Williams** - Alltel of Penna.
- August Berry, Jr.** - Big Brothers
Big Sisters

A warm welcome goes to the following new board members who were elected to a three year term at the October General Membership Meeting. They will take their positions on January 1st.

- Tim Logan** - Logan Law Office
- Charles Perrine** - Waynesburg College
- Ami Cree** - Padgett Business Services
- John McCall** - The Frame Up and Gallery
- Dr. Nancy Davis** - Greene County
Education Center of Westmoreland
County Community College

Director's Note



The saying goes "Good things come to those who wait" and I agree. We have been working on the updating of our Chamber website for nearly two years now and the new site went live on October 31st. We have been the recipient of services from Greene Pa and Laick Design, both Chamber members, who have helped us get to where we are today. Laick Design took over a pile of notes and ideas that were given to them at the beginning of 2003 and owner, Alan Laick began trying to make sense of what my vision was for the site. Greene Pa has hosted our site and is assisting with the installation of a counter on the new site to let visitors know it's activity.

Being a staff of one and half, some projects have to take the back burner while another gets all of our attention. The website was no exception and it spent time on the back burner in between the Golf Outing, Rain Day, etc. But during the past few weeks the push has been on to get it finished and live. I encourage all of you to please visit the site and email any feed back you may have. We have some minor details yet to come. The Annual Banquet and Parade pages will be expanded once these two events occur over the next six weeks. All in all, I am very pleased with the site and hope that all of you will be as well.

Respectfully submitted,
 Melody Longstreth
 Executive Director

GENERAL MEMBERSHIP MEETING

WEDNESDAY, NOVEMBER 19, 2003

Third Wednesday

Noon - 1:00 p.m. • Groovy's American Cafe - Downstairs Meeting Room
 Soup and Salad Buffet

SPEAKER: CONNIE BURD, MAIN STREET MANAGER

TOPIC: "FUTURE PLANS AND PAST SUCCESS OF WAYNESBURG PROSPEROUS & BEAUTIFUL, INC."

DOOR PRIZES THIS MONTH - AMERICANA MUG FILLED WITH A CANDLE AND CANDY
 COMPLIMENTS OF THE CHAMBER

Networking Opportunity - Bring Your Business Cards
 Last Chance to put your cards in before the 2003 Grand Prize Drawing

A Note From Company C

To all of you, I wanted to share with all of you what is happening here in Waynesburg for soldiers' families and all the support that is going on!!

Wow!! We really are blessed in so many ways!! Thanks to Carol Webb and Staff, Waynesburg Chamber of Commerce and all that are involved!!!! We thank you and appreciate all of your continued support!

Sincerely,
Deanna Cole
FRG President-
Company C-1-110th
Waynesburg, PA 15370
724-499-5919
sdmalc@greenepa.net

Farewell

Farewell to Ruth Enci, Job Developer with the Southwestern Penna. Area on Aging as she takes a well deserved retirement. Ruth is on a cruise as this issue goes to print and we wish her all the best as she begins to enjoy her retirement. Her replacement has not yet been hired, however, watch upcoming issues of Chamber Chatter for further details.

Also a farewell Roy C. Harmon, D.P.M. as he closes his Waynesburg office effective October 30th. He will continue to see patients in his Wheeling office. He states that the increase in premiums of malpractice insurance and the decline in reimbursements by Medicare has forced him to make this decision. We are saddened that he will be leaving the Waynesburg business community but wish him much success in his Wheeling office.

Native American Art Exhibition

Waynesburg College will host the thirteenth annual Native American Art Exhibition sponsored by the Pittsburgh Executive Board Native American Heritage Committee. The exhibit - *Smoke Rising from the Woodlands: Winds of Renewal* - will take place through November 14th at the Benedum Fine Arts Center Gallery. The exhibit will feature two and three dimensional art ranging from historical to contemporary pieces. The exhibit is sponsored as a way to promote understanding and awareness of Native American cultures through the arts. Gallery hours are Monday through Friday, 9:00 am to 3:00 pm. For more information, call 724-852-3293.

October Membership Business After Hours

THANKS to member, Greene County United Way for hosting the October B.A.H. at their facility on East High Street. Everyone enjoyed a delicious fall Harvest feast with hot cider, apple crisp and lots of other delicious fall favorites. The door prize for the evening was a trip aboard the Gateway Clipper and was won by Loren Dukate.



Annual Christmas Parade

Applications are now being accepted to participate in the 2003 Downtown Waynesburg Christmas Parade to be held Saturday, December 6th at 2:00 pm. The execution of parade is underwritten by First Federal Savings & Loan. More than 200 applications were mailed to schools, churches, civic organizations and other interested parties throughout the county. Anyone wishing to participate in the parade that did not receive an application is asked to contact the Chamber office at 724-627-5926 to register for the event. Advance registration is required prior to the deadline of Monday, December 1st. Miss Rain Day 2003, Paige Shlosky and the Chamber's 2003 Distinguished Service Award winner, Mr. Robert W. Fox, will have the honor of leading the parade down High Street as it's Grand Marshals. Trophies will be awarded to the top three floats entered as well as the top three honorable mention awards will also be presented for the Best Christmas Spirit, Most Original and Best Design and Construction. There is no central theme but all floats are asked to portray the true Christmas Spirit. Judging will take place during the parade near the courthouse. All floats and other entries are reminded that no live Santa is permitted on any unit in the parade. Volunteers from the Chamber will be needed to assist with lining the parade up prior to the kick-off at 2:00 pm. If you would like to volunteer a few hours that day, please contact the office.

Welcome New Members

Appalachian Education Initiative

Mrs. Donna Simpson, Director of
Membership and Donor Direct
686 Fairchance Road
Morgantown, WV 26508
304-594-0101
Fax 304-594-0808
dsimpson@Francisarts.org
www.appalachianeducationinitiative.org
Non-profit educational funding
and research
4 employees
Referred by Robin Dayton

The Frame Up And Gallery

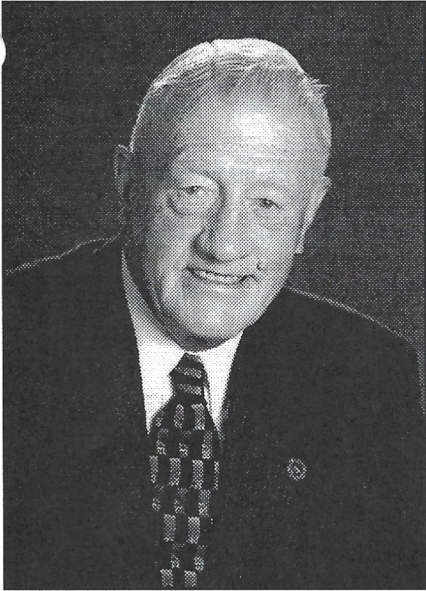
Mr. John McCall, Owner
Ms. Susan Williams Stoy, Business Manager
60 West High Street
724-998-7692
johnmccall@alltel.net
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1 employee
Referred by Susan Stoy

Welcome New Representatives

Welcome to Alicia Derrow, Branch Manager of Enterprise Rent-A-Car's Waynesburg Office.

Welcome to Gloria Hoyle, Greene County Home Care Coordinator for Albert Gallatin Home Care and Hospice.

Distinguished Service Award Winner and Annual



The Annual Banquet Committee has announced that Mr. Robert W. Fox has been chosen as the 2003 Distinguished Service Award Recipient. He will be recognized at the Annual Membership Meeting and Banquet on Saturday, November 22nd on the Waynesburg College Campus in the Dining Hall.

Mr. Fox was chosen from a filed of nominees submitted by local residents for the prestigious award. The award is based on contribution to community welfare and betterment, participation in all-around community activities and civic enterprises; evidence of lasting contributions to community welfare; evidence of leadership ability; success in own vocation and personal and business progress; cooperation with individuals and organizations and has no relation to work performed for the Chamber of Commerce.

The Chamber is once again celebrating another successful year by honoring community leaders and it's member businesses. A reception and Chinese auction will begin at 6:00 with dinner being served at 7:00. Following a brief annual business meeting and the presentation of the 2003 Awards, members will be recognized for years of continued support of the Chamber and its work. Four members will be honored for twenty years of dedicated membership to the Chamber, Wendy's Old Fashioned Hamburgers, The Cornell Agency, Koratic's Golden Rail and Greene County Office Equipment. RE/MAX Integrity First will be honored as a twenty five year member. The Greene County winner of the University of Pittsburgh Small Business Development Centers Write Idea business plan competition for women-owned enterprises, Becky Walawander of The

Design and Copy Center will also be recognized. New members of the Chamber will also be recognized as well as those marking five, ten and fifteen year anniversaries.

The annual banquet is an opportunity to thank and salute all the members of the community who make the Chamber of Commerce a viable and thriving organization. Tickets can be purchase by calling the Chamber of Commerce office at 724-627-5926 prior to November 14th.

Do You Need Just a Few W-2's

A member had contacted the office earlier in the year and asked if we could run an idea past our members in November regarding the purchase of W-2s. Most often you have to buy a pack of W-2s when you only need two or three. Their idea was that several businesses with just a few employees could go in together on purchasing the package and split the cost. So if you would be interested in doing this, just phone the office with your company name and how many you would need and if there is enough interest, this will be coordinated.

Congratulations

Congratulations to Dr. Nancy Davis of Greene County Education Center and Michael Baily of the Baily Agency for being the lucky winner of the door prize at the October General Membership Meeting! They won the highly sought after AFLAC ducks from AFLAC through ChamberChoice. Michael's duck did the famous line "AFLAC ...AFLAC ... AFLACCCCCCCCC!!!" and everyone wanted to take it home. Thanks to Kirk Ketchem from AFLAC for speaking at the meeting and bringing us toys to boot!!!

October Renewals

Golden Corral Steak House

Upcoming Seminars

How to Handle People with Tact and Skill

Pittsburgh, Morgantown – November 18 - \$149 - Call 1-800-556-3009 to enroll. Presented by Career Track.

Getting the Most from Microsoft Excell

Pittsburgh – November 19 - \$99

Call 1-800-867-4340 to enroll. Presented by CompuMaster

Creative Leadership Crash Course

Pittsburgh – December 9 - \$195 - Call 1-800-258-7246 to enroll. Presented by National Seminars Group, Inc.

Managing & Supervising People

Pittsburgh – January 20-21 and February 17-18 - \$399 - Call 1-800-873-7545 to enroll. Presented by SkillPath Seminars

Coaching Skills for Managers & Supervisors

Pittsburgh – January 9 - \$249 - Call 1-800-556-2998 to enroll. Presented by Fred Pryor Seminars.

Scholarship Donations

A thank you goes out to the following members who have made donations to the continuation of the Chamber's Educational Scholarship Fund in October.

RAG American Coal
Pennsylvania Services



"Holiday Basket of Thanks"

Share in a community-wide project in a "SHOW OF THANKS" to the families of Company "C" for the sacrifices they and their soldiers have made in securing our FREEDOM.

Our office, teamed up with the Waynesburg Chamber of Commerce, would like your help in expressing our community's "Heart-Felt Thanks" for the sacrifices the service men/women and their families have made and continue to make during the "WAR AGAINST TERROR"!

We would like to provide each family of Company "C" with a "Holiday Basket of Thanks".

Please show your gratitude with a monetary contribution or gift certificates to restaurants, stores, or gas stations or donate non-perishable foods that might be used for a holiday dinner.

Your donation is greatly appreciated in helping the families of Company "C" and in showing your gratitude for their sacrifices for us and all Americans.

Mail or drop-off your donation to our office at 20 Miller Lane - Waynesburg on OR before Wednesday, December 17th.

GET INVOLVED! SUPPORT OUR LOCAL TROOPS AND FAMILIES!

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(724) 852-2727

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Memory Medallion Meets with Prince Andrew



Glenn Toothman, owner of Memory Medallion, recently had the honor meeting Prince Andrew when he visited Pittsburgh recently. Mr. Toothman was chosen as one of 14 technology based companies from Southwestern Pennsylvania to promote the formation of business relationship between the Pittsburgh Area and Great Britain.

Appalachian Education Initiative

The mission of AEI is to provide funding and information services and build key partnerships in an effort to support arts, academic and extracurricular programs that benefit public school children in Central Appalachia. What began as AEI's sole focus has become one of the organization's three branches of service. This funding branch, dedicated exclusively to funding arts education programming, does not fund individual or "discrete" arts education programs, but rather it funds the expansion of existing, successful arts education programs - often those operated by local or regional arts organizations - to new audiences. In other words, programs that are currently unavailable to or geographically inconvenient for a given population of teachers and students are made available, through AEI funding, to those in "economically distressed" areas of Central Appalachia. AEI funds the expansion of arts enrichment programs for students as well as professional development workshops in the arts for teachers to equip both arts teachers and general classroom teachers with the information and resources to provide a well-rounded, creative education for all students. AEI provides the administrative work required to organize the expansion as well as funding for all aspects of the expanded program. Through this funding branch, AEI is helping to ensure that every child in Central Appalachia receives an education that includes a creative outlet. To learn more about AEI, visit their website at www.appalachianeducationinitiative.org or contact Donna Simpson at 304-594-0101 or dsimpson@grancisarts.org.

Big Brothers Big Sisters Launches E-News!

The first edition of the BBBS E-News of the Big Brothers Big Sisters of Greater Pittsburgh recently went live! They are pleased to send this e-newsletter to their many friends and supporters. Although the content of the BBBS E-News will target their Big Brothers and Big Sisters, they hope that everyone will share in the excitement and enthusiasm that is taking place at BBBS. The BBBS E-News will be distributed on a bi-monthly basis, and it will include useful and informative information about agency events and activities, match outing ideas, special events, as well as tips and ideas for mentors.

Waynesburg Glass & Mirror

Waynesburg Glass and Mirror has expanded the business to include "Custom Stained Glass Creations" to go along with the auto, residential and commercial glass and mirror. August 1st, Waynesburg Glass and Mirror added Janice K. Paulus to its experienced professional staff. Jan has 20 years experience designing stained glass windows, lamps, and mosaic stones, to name a few of her creations. She was employed by the famous "Tiffany Gardens" in St. Louis, Mo. for part of her career.



Jan's studio is located on site at 810 East High Street in Waynesburg. Larry Wilson, General Manager, invites everyone to stop in and see Jan's many gifts on display or call for an appointment to discuss a specific design at 724-852-6222.

Let's welcome Jan to our business community.

Victoria Square

Currently Victoria Square has a beautiful office suite available for lease. If you're in the market for such a space, please contact us for an inspection of this area. We also have retail and smaller office areas still available. And we also have a 5 bedroom apartment available suitable for a family. Also, do you or someone you know like to do crafts but get so much of it that you don't know what to do with it? Why not share your talents with others in a profitable way. Victoria Square is opening a crafter's area where you'll be able to obtain space to display your crafts for sale. This area will be open the beginning of January 2004. We're currently tak-

ing reservations / deposits to hold these areas. Spaces are filling quickly so we suggest that if you're interested to contact us as soon as possible. Some of the projects that have already signed up to be a part of this is a used book resale, a scroll sawing display, and a theatrical make-up and airbrushing class. We're looking forward to you joining us. For more information contact us at 412-491-7242. Sincerely, Mike Klipsic.

Washington-Greene Athena Award and Women of Wisdom Conference



L_R - Lindsay Blair - Chamber Administrative Assistant, Kellie Crowe - Communication Consultant, Melody Longstreth - Chamber Director, Sheila Barger - First National Bank of Penna., Penny Ketchem - Waynesburg College, Dr. Nancy Davis - Greene County Education Center and Ami Cree - Padgett Business Services.

Several members of the Waynesburg Chamber attended the inaugural Women in Wisdom Symposium and ATHENA Award Program on October 23rd at the Hilton Garden Inn at Southpointe. The event was sponsored by the Washington County Chamber of Commerce and Melody Longstreth, Waynesburg Chamber Executive Director served on the event Steering Committee. The event featured a full day of presentations, breakout sessions, motivational and keynote speakers, networking opportunities and the first ever presentation of the Washington County ATHENA Award. The ATHENA Award honors women leaders in business and the professions who have achieved excellence in their careers and have mentored women to achieve their goals. Dr. Nancy Davis, of the Greene County Education Center of Westmoreland County Community College, was nominated to receive the 2003 ATHENA award by her peers in the Waynesburg Chamber. Everyone had a very enjoyable and enlightening day. We hope that more women from the Waynesburg Chamber will be able to attend this event in 2004.

Calendar of Upcoming Events

NOVEMBER

- 13 Quick Books Seminar at Waynesburg College sponsored by the University of Pittsburgh Joseph M. Katz Graduate School of Business Small Business Development Center - To register, call 412-648-1544 - Cost \$40.
- 14 Christmas Parade Committee Meeting Noon - Groovy's
- 19 General Membership Meeting - Noon - Groovy's - **Note** this is the third Wednesday due to the Thanksgiving Holiday
- 22 Annual Membership Meeting and Banquet
- 27 & 28 - Office Closed for Thanksgiving

DECEMBER

- 1 Christmas Parade Committee - Noon - Groovy's
- 5 Light Up Night in downtown Waynesburg
- 6 Annual Christmas Parade - 2 p.m. - Downtown
- 10 Re-organizational Board Meeting - Noon - Groovy's
- 11 The First Step "The Mechanics of Starting a Small Business" seminar - 8:00 to 10:00 a.m. - Fort Jackson Building, Mezzanine Level
- 22 Office Closed for the Holidays - Re-opens January 5th.

New Web Address

The Greene County Unit of the American Red Cross has announced a new web site address. Visit them at www.swpa.redcross.org

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.

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Member Wins Writeidea Competition

Two clients of the Institute for Entrepreneurial Excellence (IEE) at the University of Pittsburgh Joseph M. Katz Graduate School of Business were recognized for their innovative businesses in the WriteIdea Business Plan Competition. The contest, which is sponsored annually by Seton Hill University's National Education Center for Women in Business on behalf of the Pennsylvania Department of Community and Economic Development and the Appalachian Regional Commission, works to encourage economic development through the growth of women-owned enterprises in Greene, Washington, Fayette and Westmoreland Counties.



Rebecca Walawander of Greene County won for her proposal for The Design & Copy Center that opened in July. Walawander's business combines her skills as a graphic designer with her entrepreneurial instincts and offers many services including lamination, wedding invitations, announcements, greeting cards, manuals, cookbooks, and brochures and calendars. Walawander will split a cash prize of \$25,000 with winners from the other counties.

WriteIdea entries were reviewed by a panel of judges representing Fayette, Greene, Washington and Westmoreland Counties who evaluated each entry for innovation, employment capability, a management plan, high growth potential and overall viability. Finalists were invited to Seton Hill University's Education Center for Women in Business to make presentation in support of their plan and interview with the judges.

The competition was open to women-owned businesses that are at least 51% owned by a woman with a maximum sales volume of \$100,000. A winner was selected from each of the four designated counties. In addition to the cash prize, Walawander and the other winners will receive technical resources to ensure success and continued operation of her business in Southwestern Pennsylvania.

"Women-owned businesses have been a major contributor in improving the economic climate of the entire Southwestern Pennsylvania region," Dugan, Executive Director of the Institute for Entrepreneurial Excellence, said. "Our Clients embody the American spirit of entrepreneurship and in turn have improved the quality of life in their communities."

Jeanine Henry, a consultant with the IEE's Greene County Office, counseled the two women. Her work with entrepreneurs is part of the commitment of the Small Business Development Center at the IEE commitment to enabling economic development in our region.

For more information on the Institute for Entrepreneurial Excellence and clients, please contact Brenda Hetrick directly at 412.648.1528.

Waynesburg Prosperous & Beautiful Christmas Cards

25 Cards for \$25.00
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90 East High Street

Also available in the Chamber office.



December Business After Hours

Friday, December 19th
5:00-7:00 pm

Holiday Open House at

"RESOLUTIONS"

21 South Morris St. - Waynesburg

Join us for some "Healthy Holiday Eating" and Christmas Cheer!

Door prizes, Information, Networking

Visit Resolution's website at
www.852-1960.com



Scenes From the Harvest Festival

The Greene County Historical Society celebrated another successful Harvest Festival on October 18th and 19th. The event provided visitors a look into the past with civil war re-enactments, encampments, Indian tee-pees, crafters and great food. If you have never visited the Harvest Festival, you're missing out on a great Greene County tradition. Congratulations goes to all who worked so hard to make this year's event a success.



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 4 1/4 x 5 1/2 inches to fit inside the newsletter. There is a \$20 charge for material provided unfolded. A non-profit insert rate is available 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.



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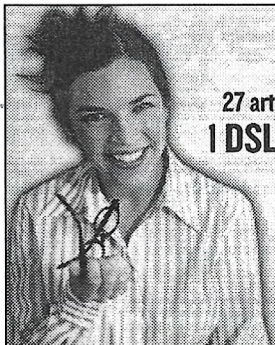
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Claysville 724-663-7723	Greensboro 724-943-3581	Pioneer 724-499-5136	Waynesburg 724-852-1715	Southpointe 724-743-0700



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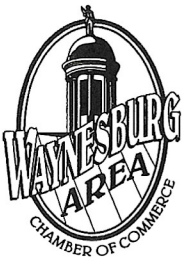
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