

CIMBER CICILER

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.

Doing Business with the Commonwealth of PA

Are you a small business owner who is puzzled by state government contracts?

Let us help you put the pieces of the contracting puzzle together.

Attend a FREE workshop:
WAYNESBURG
Waynesburg Moose Lodge
September 30, 2003
9:30 a.m. - 12:30 p.m.

Pre-Registration Required! Call Waynesburg Area Chamber of Commerce at 724-627-5926

Get Answers to Questions Like:

Does the state buy what you sell?
How does state government buy goods and services?
How can you find state bidding opportunities?
What information is available on the Internet to help?
How can you receive state certification as a
minority or woman-owned business?

Presented by: PA Bureau of Contract Administration and Business Development Sponsored by: The Waynesburg Chamber of Commerce

Director's Note

As we approach the end of the third quarter of 2003, I wonder where the time went. The months have flown by as we have kept ourselves quite busy in the Chamber office. The number of phone calls and visitors have increased with each month. I am pleased with what we have been able to achieve on our list of goals for 2003. While not all items are crossed off, we have some major ones completed. The signing of the 300th member, Greene County Beer Distributor, was especially pleasing to me and now we will look towards number 350! Our event committees are to be commended as each one has completed their task with a surplus over and above their budgeted expectation. In addition, the committees have had an exceptionally enjoyable experience in working together to complete their projects. The Business After Hours have been well attended and enjoyable, not to mention very tasty as well!

There are still a few big projects on the calendar for the remainder of 2003, the annual banquet, the Christmas parade and the 2004 membership directory and dues renewal. I am sure that in no time, we'll be decorating the office for Christmas and looking back on a very productive and successful 2003.

Respectfully submitted, Melody Longstreth Executive Director



WEDNESDAY, SEPTEMBER 24, 2003

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

Speaker: Anne McCafferty, Project Director – Human Capital Policy Initiative.
University of Pittsburgh Institute of Politics

TOPIC: "THE RULES HAVE CHANGED: PLAY TO WIN! NEW THINKING ABOUT CAREERS."

This presentation reviews occupations and salary levels in SW PA and the post secondary education required. It is very useful information for business owners, educators and parents as it deals with why there continue to be skills mismatched and job vacancies even in a depressed economy.

Door Prize This Month – \$25 Gift Certificate from Lewis RV Rentals and a Supreme Car Wash from High Street Exxon Car Wash

Networking Opportunity - Bring Your Business Cards for Door Prize Drawing

You're Invited to the...

September Business After Hours

Monday, September 15th
5:00 – 7:00 P.M.
hosted by
Peaceful Springs
in Jefferson

Join fellow Chamber members for a delicious old fashioned bar-b-que with wings and all the fixin's at Peaceful Springs, hosted by Mark and Tina Gaydos. This event promises some of the best bar-b-que in Greene County!

Stroll the Peaceful Springs property and enjoy the scenery. Don't forget your business card for a chance at a round of golf and a cart for two at the Greene County Country Club or some other great door prizes.

DIRECTIONS:

Go straight through the square in Carmichaels towards Crucible. Continue for about 3 miles to the Greene Valley Church of God which will be on your right at a crossroad. Make a left just before the church. Go to next crossroad and make a left onto a gravel road. Go 1/4 mile to the first farm on your left.



Welcome New Members

Landmark Baptist Church

Mrs. Brenda Fine, Secretary 176 North Porter Street 724-627-4068 Church 1 employee

Pre-Paid Legal Services, Inc.

Mrs. Lois Dille, Independent Associate
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Fax: 724-225-5064
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Content Management Software
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Welcome Sign Comes Down

The County of Greene recently removed our Welcome to Waynesburg sign at the County Fairgrounds to allow the Tourism Agency to install a scrolling LED message sign which will be used to promote area events. This means that the Chamber Welcome Sign Committee has been hard at work to determine a new location for our sign. In addition to several sites currently being looked at, a new sign is also being planned. Watch the newsletter for details as they unfold.





2003 Symposium and ATHENA Award Presentation

Featuring:

A full day of presentations, breakout sessions, keynote speakers, networking opportunities and the first ever presentation of the Washington County ATHENA Award.

October 23, 2003

Hilton Garden Inn Southpointe, Canonsburg, PA – Free Parking –

For more information, call 724-225-3010 or email: darcy@washcochamber.com or carrie@washcochamber.com

Retail Space Available

Victoria Square situated at 93 E. High St. (across the street from the police station) continues to achieve its goal of becoming a center housing retail shops, offices and apartments. The building continues to get progressive remodeling to make it a better place for their tenants. They are happy to announce that as of July 29, 2003, 'Cyber Bunker' has joined the 'family' of tenants. Cyber Bunker is a multiplayer PC gaming hangout. They also offer PC repair services. They've only been in business for a month but already are showing an enthused customer increase. They are located on the main floor of the Square. The 'Art Dept.' has also joined the building. Located on the second floor they will be offering original artwork. Special orders will also be available. Located on the second floor is Moonlight Music where private instrumental lessons may be obtained. And 'Hilde's Coffee Shop' is open daily offering specials and a place to congregate with friends or to just enjoy time by yourself. College students and children are welcomed. Also coming is Jacob's Birdhouse. This will be located at the space that was previously occupied by Studio R. Scheduled for this fall an arcade will be coming to the Square. The arcade is planning to offer the use of pool tables, dart boards, air hockey, etc. A third penthouse apartment is currently being constructed and hopefully will be offered for tenants by late fall or early spring. Spaces are still available that can be used for either office or retail spaces. If you or anyone you know would be interested in one of these spaces, please contact Mike and Doreen Klipsic at 412-491-7242. Submitted by Mike Klipsic.

Kennywood Day A Success

The 2003 Greene County Day at Kennywood Park was the largest to date with 542 tickets being sold! The day was a success with Community Bank providing a picnic lunch for the Miss Rain Day Contestants and their families. Thanks to WANB for organizing this annual trek along with Fox Charter Service who bused 170 of those attendees to the park.

Thanks

A big thank you to The Locker Room for engraving the Miss Rain Day School Plaque for 2003

Farewell and Welcome

Farewell to Chuck Trump from First Federal Savings & Loan as he moves to the Uniontown branch office of First Federal. Replacing him will be Jeff Widdup – welcome!

Newsletter Advertising Spaces Available

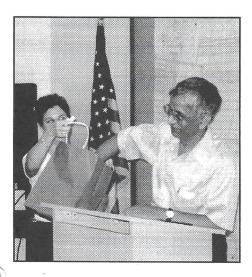
The advertising that appears in the newsletter is available to any member at a cost of \$300 annually, or \$30 per issue. Call the office now at 724-627-5926 to sign up. Your ad will reach 335 businesses in the Waynesburg area at a cost to you of only .09 cents per copy. That's a great advertising rate and you are targeting your fellow Chamber members. Be sure to take advantage of this great marketing tool.

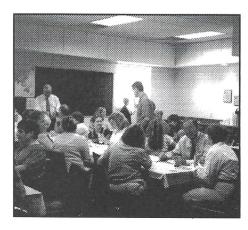
August Membership Business After Hours

THANKS to member, RAG AMERICAN COAL for hosting the August B.A.H. at their Portal Road facility. Everyone enjoyed a delicious cook-out served up by Pine Creek Catering. Door prizes for the evening were underground tours to see the workings of RAG's state of the art facility. Winners who will be taking the tour this month were Jane Owen, Mary Jane Kent and Tim Logan.

We hope to see you all at the next Business After Hours on September 15th at Peaceful Springs Fishing Lake!

OCTOBER 15th - Greene County United Way NOVEMBER - 6th CareerLink DECEMBER - Resolutions











Advanced QuickBooks

An accelerated seminar in the most comprehensive financial management tool to help businesses achieve better results, will be offered by the Institute for Entrepreneurial Excellence at the University of Pittsburgh Joseph M. Katz Graduate School of Business. The seminar will be held 8:00-10:00 A.M., Thursday, November 13, 2003 at Waynesburg College, 51 West College Street in Hanna Hall Room 105. To register, please call 412.648.1543.

Entrepreneurial Fellows Class

The Institute for Entrepreneurial Excellence at the University of Pittsburgh Joseph M. Katz Graduate School of Business, Western Pennsylvania's preeminent source for business knowledge, is currently accepting applications for the Entrepreneurial Fellows Center Class of 2004, a 10-month, business certificate program designed for executives of local businesses.

The mission of the Entrepreneurial Fellows Center (EFC) is to provide innovative, practical, interactive and action-oriented management education programs that will enable the dynamic leaders of our region's established businesses to grow their firms to their true potential, benefiting the economy of the Western Pennsylvania region by rejuvenating sales and producing jobs.

The EFC's monthly, half-day programs are conducted by respected faculty and proven business leaders. Each EFC course is centered upon issues that executives must understand to run their business, including strategic planning, operational planning, marketing, financial management, human resources and balancing work, family and life.

Graduates of the EFC have gone on to outperform their industry counterparts. Recent survey results demonstrated that EFC graduates are exceeding national industry averages in expanding their market reach, increasing employment, and growing sales and assets. Alumni also have received numerous awards, most recently receiving recognition on the "Pittsburgh Business Time's 100 Fastest-Growing Companies" list released last week.

Benefits of the EFC extend beyond the classroom, enabling graduates to continue developing and benefiting from the program through the EFC Alumni Association. This association is designed to foster an environment where business executives can keep network connections alive with events, communications and business assistance.

Since 1997, the EFC has enabled leaders of growing organizations to fine-tune their companies by offering hard-hitting classroom instruction from faculty members at the Katz Graduate School of Business and valuable peer interaction through honest, open and tremendously candid class room discussions. Participants are matched with a mutually acceptable mentor, have access to their peers and alumni through web-based discussions and participation in quarterly networking events.

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

Waynesburg College Sets Fall Schedule

Waynesburg College has announced its special events schedule for the fall. The schedule includes art exhibits, performing arts and lecture series, concerts, and Homecoming events. All events are open to the public and free of charge unless otherwise indicated. The Benedum Fine Arts Center Gallery hours are Monday through Friday from 9:00am to 3:00pm. For more information on any of the events, call 724-852-3293.

September 8 - October 3 - Benedum Fine Arts Center Gallery - feature artist Michael Nemecek September 18 - Guest Lecture Series will begin with Dr. Carol Swain, author and professor of political science and law at Vanderbilt University. 7:30pm - Performing Arts Center (PAC)

September 30 - Performing Arts Series will begin with Escuche, a Latin jazz band, 7:30pm - PAC - \$5

October 11 - Homecoming begins with a 5K Run/Walk - \$10 entry before 9/26 and \$12 after 9/26. The Homecoming game against Theil College kicks off at 1:30pm at Wiley Stadium.

October 13 - Waynesburg College Fall visitation day for prospective students.

October 14 - Guest Lecture Series - Dr. Susan Drake Emmerich, founder & CEO of Emmerich Environmental Consulting and U.S. Representative to Earth Summit. 11:00am Chapel Services and 7:30pm PAC.

October 19 - November 14 - Benedum Fine Arts Gallery - Native American Art Exhibition.
Opening reception is October 19 - 3:00-5:00pm

October 21 - Pittsburgh Symphony Reed Trio at 7:30pm in the PAC - \$5.

October 25 - Waynesburg College Fall visitation day for prospective students.

November 5-8 - The Theater Department will present "A Midsummer Night's Dream" at 7:30pm in the PAC

November 11 - Waynesburg College Fall visitation day for prospective students.

November 11 - The Christ & Culture Lecture Series will feature Dr. Quentin Schultze, author and professor of communication at Calvin College, Dr. Schultze will speak at 11am Chapel services and also at 7:30pm in the PAC.

November 17-December 8 - Fall Semester Student Art Exhibition - Benedum Fine Arts Center Gallery. Opening reception is December 8 from 5:00-7:00pm.



Waynesburg Chamber members - Sheila Barger-Ist National Bank, Jeanine Henry-University of Pittsburgh SBDC and Pam Bogucki-Individual Member help the King Coal Association with the window judging competition for the 2003 Pennsylvania Bituminous Coal Show.

Congratulations

Congratulations to Doil Miller of Sam's Club for being the lucky winner of the door prize at the August General Membership Meeting! Doil won a \$25 RV Rental Gift Certificate from Lewis Limo and RV Rental and a Supreme Car Wash from Jacob's Petroleum.

Stuff The Bus

The Greene County United Way is participating in a new program called "Stuff the Bus" designed to help local children receive back to school supplies this fall. Items needed include paper, pens, pencils, crayons, folders, rulers, notebooks, lunch boxes and backpacks. If your business or organization would like to participate, please call the United Way at 724-852-1009.

Flyer Space Available

Insert your promotional material in the Chamber Chatter and a great rate! Our rates beat the postal service by a mile! Insert 350 pieces at a cost of \$65 (non-profit rate of \$32.50) That's only 19 cents each and you are targeting Waynesburg area Chamber members. Provide the office with 350 identical inserts, folded to 81/2 inches by 51/2 inches (same size as folded newsletter) no later than the 5th day of the month that you would like the insert included. There is a \$20 charge for material received unfolded. Mailing occurs so that the newsletter arrives the third week of the month. For more information, contact the Chamber office.

Upcoming Seminars

September 17, 24
Business Owners' Legal Issues Series
September 12

Purchasing Agents Program

September 25 CE 123...

October 7
Small Business Financing

October 15

Writing An Effective Business Plan For more information on any of these seminars, contact the Duquesne University Chrysler Corporation Small Business Development Center at 412-396-6233 or visit www.duq.edu/sbdc

The Pittsburgh Conference for Women October 28 Green Tree - \$149

Excelling as a First-Time Manager or Supervisor – Pittsburgh - November 4 and December 4. \$199

Business Writing and Grammar Skills Made Easy and Fun – Pittsburgh November 6-7 \$299 Call 1-800-873-7545 to enroll.

Presented by SkillPath Seminars

Criticism and Discipline Skills for Managers – Pittsburgh - October 17, Morgantown - October 15 - \$149

How to Handle People with Tact and Skill Pittsburgh, November 6, Morgantown November 18 - \$149

Call 1-800-556-3009 to enroll. Presented by Career Track.

Finance and Accounting for Non-Financial People – Pittsburgh November 10, Morgantown - November 12 \$159. Call 1-800-556-2998 to enroll. Presented by Fred Pryor Seminars

Getting the Most from Microsoft Excell Pittsburgh - November 19 - \$99 Call 1-800-867-4340 to enroll. Presented by CompuMaster

Welcome

Welcome our newest member representatives.

Sarah Matthews, President - Social Service League of Waynesburg

Debra Phillips - American Red Cross, Greene County Service Unit



MEMBER PROFILES



Greene Community Church

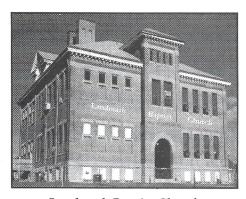
Greene Community Church is a local community church that is just starting in the central Greene County area. They began meeting on Sunday, August 17th at 10:00am at the Waynesburg Comfort Inn in the conference room. The initial meetings will be held there and are subject to change as the church grows. They are affiliated with the Baptist Association of Southwestern Penna. and the Baptist Convention of Pennsylvania and South Jersey. For more information, contact David Crowe at 724-998-3212, P.O. Box 408, Waynesburg, Pa. 15370 or by email at dcrowe@greenecommunitychurch.org, or visit their website at

www.greenecommunitychurch.org



Pre-Paid Legal Services, Inc.

Lois Dillie has been an Independent Associate with Pre-Paid Legal Services, Inc. for the past six years, and making a difference in the use of the legal justice system for Americans. Pre-Paid Legal Service plans are to attorney fees what prepaid medical plans are to doctor and hospital bills. The Pre-Paid Legal plans are designed to help middle income Americans get legal assistance without first making a financial decision. Their most popular plan in the comprehensive family plan with an Identity Theft Shield Rider. There are also special programs tailored to owners of small businesses, commercial truck drivers, law enforcement professionals, entrepreneurs and medical professionals. With a Pre-Paid Legal plan, caring, qualified legal counsel for middle income working Americans is within reach through the Pre-Paid Legal Services,[®] Inc., network of provider law firms across the United States and Canada who understand how to meet the real needs of real people. The company expects each provider law firm to provide courteous and professional service and explain the legal aspects of each situation so that every member can be comfortable about the decisions made. Pre-Paid Legal plans are available for a modest monthly fee. Pre-Paid Legal has combined buying power that makes each member one of the provider law firm's largest customers. As a result, when a member calls with a legal need, they represent a major customer, which provides a significant incentive for responsive and caring service. The popularity of legal plans is on the rise in North America. Pre-Paid Legal Services,® Inc. is leading the way with legal plans for - individuals, family, specialized professions, small business owners as an employee benefit. "Today, Pre-Paid Legal is not only opening up the justice system to those who never had access before. It is also helping the legal profession to rediscover a sense of purpose and idealism" - Harland C. Stonecipher, Pre-Paid Legal Founder, Chairman and CEO. For further details, contact Lois Dille, Independent Associate at 724-225-5061 and visit her website at www.loisdille3.com



Landmark Baptist Church

The Landmark Baptist Church, located at 176 North Porter Street in Waynesburg, provides church services to families and makes every effort to help them with their needs. Transportation is also provided to morning services to those in need. They also host "Reformers Unanimous" which focuses on reaching out to those with addiction problems and the groups holds monthly meetings. The church was established in 1997 and employees two individuals. You may contact Arnold Watts for more information at 724-627-4068 or by email at LBC.ArnoldWatts@juno.com

Would you like to see your business appear in our Member Profiles column? All you have to do is write a paragraph or two about your business, services provided, areas covered, new services, new employees, awards or honors achieved, new locations, etc. and send along with your logo, artwork or photograph to the office. Each month, as space permits, Profiles will be included in the newsletter. We want to hear about what is going on in your business! Be sure to let us know!

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.

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!

Member To Member Discount Program

This program, exclusively for Waynesburg Chamber members, is aimed at creating an awareness of the value of doing business in our community and with other Chamber members. Members are 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. If you are interested in offering a special discount to fellow Chamber members, please contact the office 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 lose? You'll attract fellow members to your business and in turn, you'll be attracted to theirs!

Rain Day Window Winners

Congratulations to the following Chamber members for their winning Rain Day windows. The window contest is sponsored by the Waynesburg Borough Special Events Commission where the coveted "Golden Watering Can" is awarded annually to the first place winner.

First Place – Waynesburg Floral Second Place – Covered Bridge Gallery Third Place – The Design & Copy Center

Scholarship Donations

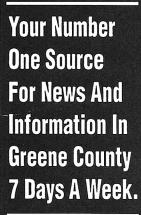
A thank you goes out to the following members who have made donations to the continuation of the Chamber's Educational Scholarship Fund in August.

Dr. Nancy Davis
First National Bank of Penna.



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.

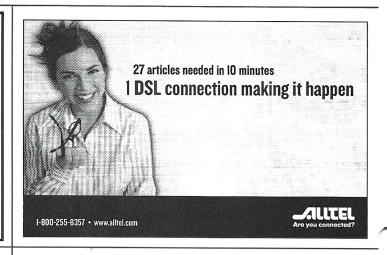


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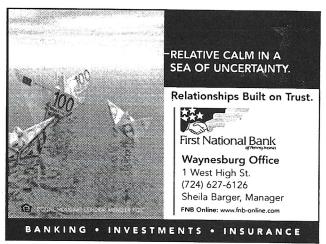
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WAYNESBURG AREA CHAMBER OF COMMERCE

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PRE SORT STANDARD

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.

