



SEPTEMBER 2019

CHAMBER CHATTER

The Official Newsletter of the Greene County Chamber of Commerce

Phone: (724) 627-5926

Email: info@greenechamber.org

www.greenechamber.org

September General Membership Networking Luncheon & Presentation of the Annual Membership Milestone Awards

Wednesday, September 25, 2019

11:30 a.m. - 1:00 p.m.

EQT REC Center

\$15 per person

Menu: Meatloaf, Cheesy Potatoes, Glazed Carrots,
Salad and Dessert by Hungarian Smokehouse

Sponsored by:



Transitional Paths to Independent Living

RSVP by Friday, September 20 to 724-627-5926 or info@greenechamber.org

Chamber After Hours - Night at the Museum - September 12th



Join us on **Thursday, September 12** at the Greene County Historical Society for a **Chamber After Hours** event. Enjoy the evening making connections with other Chamber members, while visiting the many updates of the historical museum.

The event will run from 4:30p-7:00p—Arrive anytime and stay as long as you wish! Casual attire is acceptable. Tickets are \$15 per member and \$25 for non-members and include food and adult beverages. Contact the Chamber office at 724-627-5926 or info@greenechamber.org to attend.

Treasure Hunt—Prizes—Picnic Style Food—S'mores

Lunch & Learn Educational Series

Understanding the social media networks
SEPTEMBER 18, 2019
11:30 A.M.
Community Foundation of Greene County
108 E High St, Waynesburg, PA 15370
Cost \$15 per person
Register by calling: 724-627-5926

presented by:

Last month, guests spent their lunch hour with presenter, JoAnne Marshall, Director of Greene County Tourism, learning about what their brand says about their business and how to make a lasting impression with customers. Join us for our last seminar on September 18. See above ad for details.



Roman's Acupuncture & Wellness 15th Anniversary



Congratulations to Roman's Acupuncture & Wellness on their 15th Anniversary! An open house and ribbon cutting was held last month to celebrate and guests enjoyed discounted services and special treats. Willow, their new therapy dog, was a special guest of honor greeting guests with puppy kisses. Best wishes to Stacy Roman and her amazing team on their next 15 years of making us all feel and function better!



The great team of Roman's!



Meet Willow, Roman's therapy dog.

August General Membership Networking Luncheon

The Chamber held their August General Membership Networking Luncheon at EQT REC Center. Ophthalmology and Retina Associates – Dr. Nima Tirgan was the sponsor of the August Luncheon. Guests enjoyed a lunch from Back Bay Catering and a presentation by Jenny Bradmon, Office Manager for Dr. Tirgan. She, along with several of the staff, informed members of the services that are available at their offices located at 1150 7th Street in Waynesburg. Their office offers a large number retina related services and surgeries in addition to eye exams and eye glasses. Following her presentation, members participated in a discussion about upcoming events, projects and promotions of the businesses in attendance

The event was sponsored by:
Ophthalmology and Retina Associate



Back to School Gift Card Raffle Winner!

Congratulations to the winner of the 2019 Back to School Gift Card Raffle, Kevin Herrington of Mt. Morris. The winning ticket was sold by his brother, Keith Herrington, of Berkshire Hathaway Preferred Realty.

Thank you to everyone that donated to the gift card raffle and those who purchased a ticket. Your support is greatly appreciated!



SAVE THE DATE

ANNUAL CHAMBER MEMBERSHIP BANQUET

Saturday, October 19, 2019

Waynesburg University Benedum Dining Hall
Reception & Auction 5:00pm |
Dinner 6:00pm | Awards 7:00pm

Formal Invitation to Follow

3rd Annual Women in Business Breakfast



The 3rd Annual Women in Business Breakfast was recently held on the campus of Waynesburg University. Our wonderful speaker was Greene County native, Suzanne Malausky, author of "Stiletto Standards", a

book full of classic advice for the modern woman. Dress for Success was also present collecting items to help women entering the workforce after an absence or for the first time. It was a great morning of inspiration and networking!

Thank you to our sponsors!

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Welcome New Members!

WVU Medicine

Stephanie Bock, Director
1240 Suncrest Towne
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Stephanie.bock@wvumedicine.org
www.wvumedicine.org
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Fax: 724-592-5144
dlemley@nexgenindustrial.com
Industrial Construction



Member Updates

Miranda Chapman Met Life is now
Chapman Insurance Agency
11 East Beau Street
Washington, Pa 15301
Phone: 724-503-4575
Miranda@chapmaninsuranceagency.net
Chapman-insurance-agency.business.site

Fat Angelo's Pizzeria Receives Chamber Plaque

Last month, Fat Angelo's received their Chamber membership plaque. Pictured below are employees of the pizzeria with their new plaque.



Be sure to check
out Fat Angelo's at
1144 East High
Street, Waynesburg
or call and place an
order at
724-710-3122.

Ground Breaking for Ryerson State Park's Swimming Pool Complex

The Department of Conservation and Natural Resources Deputy Security John Norbeck and other state and local officials broke ground for a new swimming pool complex at Ryerson Station Park. "This state-of-the-art pool complete, coupled with major park campground renovations underway, are direct results of public input and participation centering on the future of Ryerson Station," Norbeck said. "DCNR is committed to enhancing recreational opportunities here that benefit not just park visitors, but also surrounding communities and the economies here in Greene County."

Pool complex work will include demolition of the park's Pavilion 1 and construction on that site of a gradual sloping, "zero entry" pool, slide and spray park. A new parking lot at the old pool site will be equipped with solar shading structures designed to drastically curtail park electricity use.

The Re-Vision Ryerson Station State Park Task Force, formed to examine future park recreational opportunities, had called for swimming and camping improvements at Ryerson Station. Now nearing completion, campground renovations will include new shower facilities, three deluxe camping cottages, full hookups on seven campsites and a newly paved road and redesigned entrance.



Melody Longstreth, Executive Director of the Chamber was among those who spoke to guests about this exciting project.



Several state and local officials attended the ground breaking celebration.

Mark Your Calendars!

- September 12** - "A Night at the Museum" Chamber After Hours, Greene County Historical Society
 - September 18** - Educational Seminar Series "Facebook for Business", Community Foundation
 - September 25** - General Membership Networking Luncheon, EQT REC Center
 - October 19** - Annual Membership Banquet and Awards, Waynesburg University Benedum Dining Hall
 - October 31** - Annual Halloween Spooktacular Business Costume Contest (in conjunction with Waynesburg Borough), Courthouse steps
 - November 14** - "Mix & Mingle" Chamber After Hours, Waynesburg Hampton Inn
 - November 15** - Christmas Gift Card Raffle winning number drawn, 7:00 p.m. PA Lottery Evening 3-digit
 - December 7** - Annual Downtown Waynesburg Christmas Parade
 - December 7** - Christmas in the Burg
- Questions, sponsorship inquires or to make reservations, please call 724-627-5926 or email info@greenechamber.org**



Chamber Membership Benefit Update



Kinect Energy Group may be a global energy management company, but their local ties and experience here at home run deep. Kinect Energy Group, formerly OnDemand Energy, have been the only endorsed energy consultants working with the Greene County Chamber for over 10 years. With recent changes at Kinect Energy

there is a renewed focus on Greene County and surrounding Chambers to be more involved with members and help the greater community through being more energy conscience and efficient. The goal is simple, helping clients buy better and buy less energy. Kinect Energy provides professional energy management and customized support for organizations of every size. They always start by listening and learning about their clients' energy goals. Their local market solutions and expertise are backed by a global presence and capability. This gives Kinect Energy the leverage and expertise your company needs when negotiating simple or complex energy contracts for electric, gas, sustainability projects, etc.

Kinect's global footprint comprises a team of more than 400 industry experts and dedicated account managers servicing approximately 6,000 clients from offices in the US, Europe and Asia. In aggregate, it manages over 200TWh of energy making Kinect Energy one of the top three energy managers in the world. Kinect's local office is right outside of Pittsburgh.

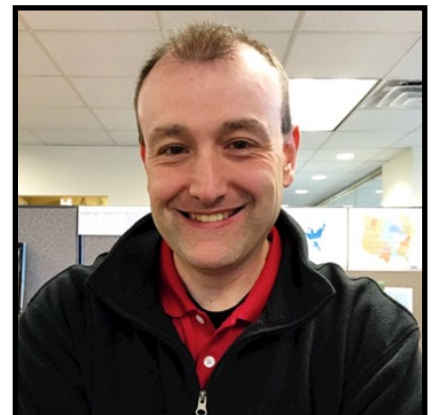
Kinect Energy's capabilities are varied and extensive. They know most businesses are small and need simple solutions to lower expenses and budget their electric and gas utilities. Then there are companies with larger and more complex energy footprints.

For these there are five solutions offered to organizations of every size:

- Kinect-Procure™ - Getting the right deal and managing risk
- Supply Management - Ensuring continuity of supply
- Portfolio and Price Risk Management - De-risking energy strategies
- Data Management - Data driven insights and visualization
- Consulting & Sustainability - Staying compliant and seizing market opportunities

Every business large and small is unique. Kinect Energy Group can be the one solution for all organizations and wants to earn your business and trust in this competitive industry. Kinect Energy Group is a proud member of the Greene County Chamber. To learn more about how Kinect Energy can help you Buy Better, and Buy Less energy, contact Loren Martello!

Loren has been with Kinect Energy for nearly 9 years and is a Senior Energy Consultant. His role is to help businesses of all sizes in optimizing their energy usage by efficiently managing their gas and electric bills. He prides himself in his superb customer service, knowledge of the energy industry, and his ability to create long term relationships with his clients and business partners. Loren regularly attends the monthly member luncheons and would love for you to walk over and say hello. To get in touch with Loren, call 412-424-2599 or email lmartello@kinectenergy.com.



Scholarship Winners - Where are they now? Alison Younken



When I was awarded the Chamber of Commerce scholarship in 2014, I couldn't have dreamed of the paths I would discover and choose to run down. I couldn't have imagined the classes I would take, the people I would meet, and the experiences I would have, leading me to where I am today. During my time at Penn State University, I fell in love with the atmosphere of learning, and knew I wanted to continue learning for the rest of my life. My 4-H background of raising and showing farm animals helped me initially choose the path towards an Animal Science major, but I quickly fell in love with a different path, filled with human physiology,

biochemistry, and kinesiology. Discovering the complexity of the body that allowed me to run, think, and interact with others encouraged me to change the course of my race. When I wasn't in the library, I spent my time volunteering to gain medical experience in different settings. My experiences serving in an emergency department, a Pregnancy Resource Clinic, and with a medical brigade in Nicaragua all confirmed that I not only wanted to spend the rest of my life learning, but serving as well. I continued to run towards the people and ideas that inspired me to keep going.

Upon graduating from Penn State's College of Health and Human Development in May 2018, I decided to take a hiatus from academia in order to grow as an individual and better prepare myself for the next leg of my race. I started working for WVU Medicine as a medical scribe in June 2018, while also starting the medical school application process. As a scribe in the emergency department, I acted as the physician's secretary, recording every patient's "story" from the time they walked into the waiting room, to when they left the department. I knew that working in a Level 1 Trauma Center would expose me to some pretty unimaginable things, but nothing could prepare me for the amount of drug addictions, suicidal intentions, and severe pediatric injuries that I would witness and write about. When people ask me if what I saw in the ED discouraged me from becoming a physician, my response was simple. As Louis Zamperini once said, "A lifetime of glory is worth a moment of pain." The residents I worked with showed me that it's the human connection; the understanding between doctor and patient that I want. They taught me so much about the vigor of medical school and residency matching, and advised me on how to stay afloat in such a demanding and ever-changing environment. At the end of my year working with WVU Medicine, I was awarded "Scribe of the Year" at the WVU resident graduation ceremony. I am so grateful to have been able to work with such incredible doctors, some of which who have become close friends and mentors to me.



In between hospital shifts, I was fortunate enough to have the opportunity to interview and be accepted to multiple medical schools. Ultimately, I decided to attend the University of New England School of Osteopathic Medicine in Biddeford, Maine. My family helped me find a New England style sea-side apartment, and transform it into my new home away from home. I am now preparing to start my first year of medical school - the most exciting, yet treacherous leg of my race so far. I want to thank the Chamber of Commerce for their support and confidence in my ability to succeed beyond my high school years. As the African proverb states, "It takes a village." My village has provided me with the tools, encouragement, and grace I needed to pursue my dream, and for that I am grateful!

Members in the Spotlight

First Federal Donates to Local Organizations *Greene County United Way's Stuff-a Bus*

Customers and employees of First Federal Savings and Loan Association of Greene County recently donated hundreds of school supplies for Greene County United Way's 17th annual "Stuff the Bus" campaign. Supplies from folders, notebooks and scissors to pencils, crayons and markers were collected at First Federal of Greene County's Waynesburg, Carmichaels and Mt. Morris offices and at the Waynesburg drive-thru. Supplies and donations were also collected at nearly 20 other sites around the county.

Backpacks full of supplies were loaded on a school bus and distributed during the "Stuff the Bus" picnic, held last month at the Lions Club Park in Waynesburg. Students boarded the bus and selected a backpack during the picnic, which also featured free food and activities for the children receiving backpacks. This year's "Stuff the Bus" campaign was sponsored by First Federal of Greene County.



Pictured, from l. to r., with the collected school supplies are First Federal of Greene County employees Haley Bowser, Treasa McElroy and Jordan Brooks, Senior Vice President/Treasurer and United Way board member Chad Moore, President Judi Goodwin Tanner and Greene County United Way Executive Director MaChal Forbes.

CASA of Greene County

Employees of First Federal Savings and Loan Association of Greene County recently donated their prize winnings from the Rain Day Window Decorating Contest to CASA of Greene County.

First Federal's window theme this year was "Twas the Night Before Rain Day..." and featured a children's bedroom scene and dreams of Rain Day. The window design won second place and \$50 in the annual contest. Winners were announced on Rain Day, July 29.

CASA (Court Appointed Special Advocates) of Greene County is a program that recruits, trains and supports volunteers to be a voice for the best interests of abused or neglected children involved in dependency court proceedings.



Pictured, from l. to r., with their decorated window are First Federal employees Kelly Graham and Sue Fowler, who is also treasurer of the CASA of Greene County Board of Directors; Rebecca Matchett, CASA of Greene County program director; and First Federal employees Corri Baird Jones, Jenny Coss and Emily Benco.

2020 Census - Complete Count Committee

The Chamber has been asked to sit on the Complete Count Committee for the 2010 Census. A Complete Count Committee is comprised of a broad spectrum of government and community leaders from advocacy, education, business, healthcare, and local officials. These trusted voices develop and implement a 2020 Census awareness campaign based upon their knowledge of the local community to encourage response.

The goal of the committee is to serve as an outreach partner, while helping to spread the word of the importance of a complete count and what those numbers will mean to the county in terms of federal funding and business development.



Dan Wagner Receives Culinary Instructor of the Year Award

A Greene County teacher was awarded the culinary instructor of the year by the Center for the Advancement of Foodservice Education (CAFE). During a June 20 leadership conference at Johnson & Wales University in Charlotte, N.C., Dan Wagner, director of the culinary arts program at Greene County Career and Technology Center, was presented with the Sysco Corporation Secondary Educator of the Year Award.

A panel of judges who looked at several applications, made the determination that Wagner would be one of three instructors to receive an award, according to a news release from CAFE.

One reason the award was presented to Wagner, the release said, is the fact he's secured many learning and cooking opportunities for the students outside of Greene County. In his 29 years of teaching, he's taken several groups of students to work in kitchens in Washington, D.C., during presidential inaugural festivities. Most recently, the students got to work in Trump International Hotel in D.C. during President Donald Trump's inauguration week, January 2017, just months after the hotel opened. The students worked with Oliver Beckert, executive chef of the hotel.



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- ...and so much more!



Greene County Chamber of Commerce
Chamber After Hours Series



Enjoy three different venues and themes designed to help you meet other chamber members in a relaxing setting.
Make connections that will help you do business better!

Cost is \$15 per ticket for members and \$25 per ticket for non-members.
 Tickets includes food and adult beverages. RSVP is required.
 All events are 4:30 pm – 7:00 pm
Arrive anytime and stay as long as you wish!

**Chamber
 Uncorked**

Wednesday, May 29, 2019
 Thistlethwaite's Vineyards



**Night at the
 Museum**

Thursday, September 12, 2019
 Greene County
 Historical Society

Mix & Mingle

Thursday, November 14 2019
 Waynesburg Hampton Inn



Thank you Sponsors!

Gold Sponsor



Bronze Sponsors

- Berkshire Hathaway Home Services
- Aladdin Food Services
- Thistlethwaite's Vineyards
- Hampton Inn
- Lippencott Alpacas
- 4 Seasons Rental
- Almost Heaven Kona Ice
- Dee's Wireless-Cricket
- Wireless Authorized Retailer

Prize Sponsor



Silver Sponsor



Sponsorships are still available.

Reserve your spot today to these events by calling the Chamber office at
 724-627-5926 or email info@greenechamber.org



2019 “CHAMBER AFTER HOURS” SERIES

May 29th – “Chamber Uncorked” – Thistlethwaite Vineyards

September 12th – “A Night at the Museum” – Greene County Historical Society Museum

November 14th – “Mix & Mingle” – Hampton Inn Waynesburg

All events are 4:30 p.m. to 7:00 p.m.

Arrive anytime and stay as long as you wish

SPONSORSHIP OPPORTUNITIES

All sponsors will receive:

- Tickets to all three Business After Hours in the series – additional tickets are \$15 each
- Logo or Name on Chamber Website for next 12 months
- Logo or Name in Chamber newsletter, eBlasts and Facebook posts as sponsor
- Logo or Name in Thank You Ads, on Invitations and on Event Flyers/Ads
- Logo or Name on the Thank You signs displayed at the events

\$1,000 Gold Sponsor

- Six free tickets to each event, a \$270 value
- Logo used in all locations outlined above
- Top placement on all items

\$600 Silver Sponsors

- Four free tickets to each event, a \$190 value
- Logo used in all locations outlined above

\$200 Bronze Sponsors

- Two free tickets to each event, a \$90 value
- Name listed in all locations outlined above

*For more information about sponsorship call the Chamber Office at 724-627-5926
or email melody@greenechamber.org*

*Sponsorship commitments must meet a May 24, 2019 deadlines for inclusion in all items.
Sponsorships received after May 24, will be included in all items issued after that date.*

LUNCH AND LEARN



Spend a lunch hour and boost your business potential!

Join the Greene County Chamber of Commerce as we present topics to help you do business better! All Lunch and Learns are held at the Greene County Community Foundation's "Community Room" located at 106 East High Street, Waynesburg from 11:30 am to 1:00 pm.

A boxed lunch is included

2019 Schedule

April 17th—Sales Force Training

How does your Team Measure Up?

June 6th—How is your Sales Pitch?

Developing the Right Elevator Speech

July 11th—Social Media Platforms

Which One is Right for You?

August 22nd—What Does your Brand Say?

Put Your Best Foot forward

September 18th—Facebook for Business

How to Use it to Promote my Business?

Registration—\$15 each or \$65 for the series—Call 724-627-5926

Presenters

Michael Wholihan, Assistant Director
University of Pittsburgh SBDC

JoAnn Marshal, Director
Greene County Tourist Promotion

Alan Laick, Owner
Laick Design





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lmartello@kinectenergy.com

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**Save a Horse Stables Inc.
4th Annual Open House**



**Sunday, September 29, 2019
11:00a-5:00p
Adults: \$15, Children (under 10): \$5**

For more information, call 724-499-5709

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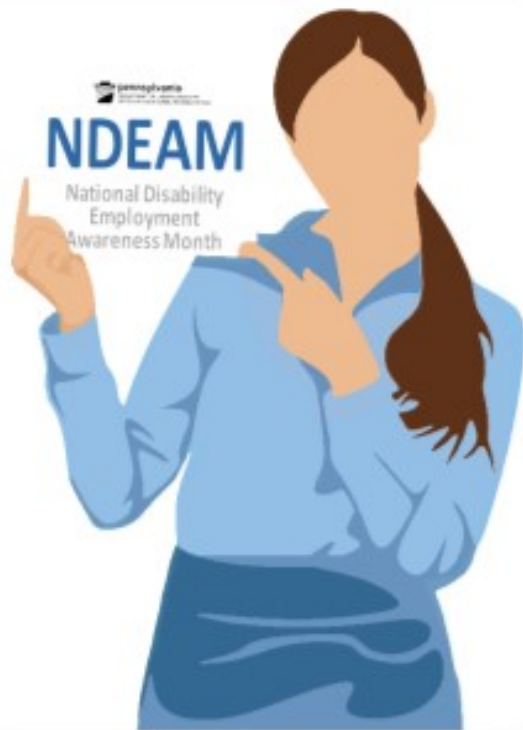
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EMPLOYER SEMINAR

THURSDAY,
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9 AM – 12 PM

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PRESENTATIONS: Come to any or all!

- **09:00am-09:30am**
Small Business Development Center:
Employee Recruitment & Retention
- **09:30am-10:00am**
Autism Society of Pittsburgh:
Autism/Intellectual Disabilities &
Employment
- **10:00am-10:30am**
Southwestern PA Legal Services:
Criminal Background Expungements
& Clean Slate
- **10:30am-11:00am**
*FreedomTransit & Mid-Mon Valley
Transit:* Local Transportation Options
- **11:00am-11:30am**
Job Accommodation Network:
Establishing Workplace
Accommodations
- **11:30am-12:00pm**
Office of Vocational Rehabilitation:
Registering with OVR for Employer
Incentives

RSVPs appreciated! <http://www.surveymonkey.com/r/HXB63VP>

October is National Disability Employment Awareness Month.

The Washington District Office of Vocational Rehabilitation serves Fayette, Greene, and Washington Counties, assisting Pennsylvanians with disabilities to secure and maintain employment and independence.

The office may be contacted at (724) 223-4430, or at 201 West Wheeling Street, Washington, PA 15301. Business hours are 8:00am – 4:30pm, Monday through Friday.



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\$9.7 million ... that's how much ChamberChoice members earned in dividends by purchasing their business insurance through Penn National Insurance.



How It Works

Dividend earned is based on the total group premium and claims experience of eligible lines.

For example:

If group premium is:	\$29 million
and group loss ratio is:	42%
Group dividend is:	6%
If member premium is:	\$20,000
Dividend earned will be:	\$1,200

Dividend payments are based upon program eligibility and are not guaranteed.

Program Features

- ✓ All-lines dividend (excluding umbrella and bonds). Dividend payments are based on total group program premium and claims experience of eligible lines. As program grows, so does dividend potential.
- ✓ Enhanced coverages on auto, businessowners, property, workers compensation, and general liability — giving you added protection at no additional cost.
- ✓ Information and services to help reduce losses — the payoff is greater dividend potential
- ✓ Outstanding, local claim and customer support service

*Subject to individual risk characteristics, loss experience and underwriting guidelines.

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@PittSBDC

UPMC HEALTH PLAN

UPMC
LIFE CHANGING MEDICINE

SBDC Small Business Development Center
University of Pittsburgh
PENNSYLVANIA *Helping businesses start, grow, and prosper.*

The University Club University of Pittsburgh
123 University Place Pittsburgh, PA 15260
8:30 – 10:30 AM

Qualifications:

Seeking Business Opportunities with UPMC Supplier Diversity Department

1. Business Owners: Minority, Women, Veteran, Disabled, LGBTQ
2. Must Attend One Full Training Session
3. In Business at Least 1 Full Year
4. Confidential & Non-Competitive Environment
5. \$50.00 Session Fee, Upon Acceptance

2 Easy Steps

- Choose Training Session & Register Online
- Submit Your Application & Fee

Diverse Suppliers Will:

- Get Approved with UPMC Supplier Diversity
- Complete the Readiness Checklist for UPMC & Supplier Diversity Portal
- Receive Over 30+ Customizable Strategies
- Implement & Improve Your Business Acumen Now!

Essentials for Success

Choose One of the Following Sessions

Session A

July 10 Access for Approval
July 24 Financial Readiness
August 7 Marketing Matters

[RSVP Session A: essentialsforsuccessA.eventbrite.com](https://essentialsforsuccessA.eventbrite.com)

Session B

August 14 Access for Approval
August 28 Financial Readiness
September 11 Marketing Matters

[RSVP Session B: essentialsforsuccessB.eventbrite.com](https://essentialsforsuccessB.eventbrite.com)

Session C

September 18 Access for Approval
October 2 Financial Readiness
October 16 Marketing Matters

[RSVP Session C: essentialsforsuccessC.eventbrite.com](https://essentialsforsuccessC.eventbrite.com)



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