

## 1<sup>ST</sup> QUARTER MEMBERSHIP BLITZ WRAP UP!

**Wednesday**  
**March 27, 2013**  
5:30 PM to 7:30 PM  
Salatino's River House Café  
Charleroi  
*See page 5 for details!*

## CHAMBER LUNCHEON

**Tuesday, April 9, 2013**

11:45 AM—1:00 PM

Lombardi Education Conference Center  
Monongahela Valley Hospital  
1163 Country Club Road, Monongahela

**PA DEPARTMENT  
OF REVENUE  
SECRETARY DAN  
MEUSER**

*See insert for details and  
registration!*



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## March Member Spotlight

## KIDNEY DISEASE & HYPERTENSION ASSOCIATES



The MVRCC recently honored **Kidney Disease & Hypertension Associates (KDHA)** in the March Member Spotlight. Pictured here are (l to r): Pictured here left to right: (seated) Gina Cross, NP; Dr. Ronald Lutes; Dr. Sudha Nayar; and Kelly Keegan, NP; (back row) Roxanne Williams, Financial Assistant/Bookkeeper; Cheryl Lutes, RN; Erin Rongaus, Office Manager; Halie Willard, MA; and Rachel Kruppa, MA. *See story on page 4.*



## Mon Valley Regional Chamber of Commerce

One Chamber Plaza  
Charleroi, PA 15022

724-483-3507 Fax: 724-489-1045  
E-mail: [members@mvrchamber.org](mailto:members@mvrchamber.org)  
website: [www.mvrchamber.org](http://www.mvrchamber.org)

President: Armand Ferrara  
V. President: Atty. Rick Mudrick  
Secretary: David Galloni  
Treasurer: Milton Kubik  
Executive Board: James Protin

Chamber Staff:  
Executive Director: Debra Keefer  
Financial Assistant: Donna Angelo

We regret any errors or omissions  
in this newsletter

## WELCOME NEW MEMBERS

### APVideo & Security

Richard Boysen  
721 Broad Avenue  
Belle Vernon, PA 15012  
724-243-3160  
www.apvideosecurity.com  
*Security Systems*

### Fallowfield Township

Karen Talbert, Secretary/  
Treasurer  
9 Memorial Drive  
Charleroi, PA 15022  
724-483-8700  
www.fallowfieldtownship.org  
*Municipality*

### Kids Fun Club America

Walt Bianchi  
207 Lookout Avenue  
Charleroi, PA 15022  
724-344-2817  
*Entertainment*

### Thomas B. Kostolansky,

#### Attorney-at-Law

617 McKean Avenue  
Donora, PA 15033  
724-379-6336  
*Attorney*

***Opening Soon!***

### Rita's Italian Ice

James Prystash  
Tri-County Plaza, Store 108  
720 Tri-County Lane  
Belle Vernon, PA 15012  
412-889-3207  
*Restaurant — Specialty*

### Simplex Grinnell

Michael Hytla  
220 W. Kensinger Drive, Suite 400  
Cranberry Township, PA 16066  
www.simplexgrinnell.com  
*Fire & Life Safety*

### Spartan Café

Amy Ditta  
100 Stoops Drive, Suite 210  
Monongahela, PA 15063  
412-478-4223  
*Restaurant*

### Superior Petroleum Company

Milo Ritton  
8199 McKnight Road  
Pittsburgh, PA 15237  
412-364-2200  
*Fuel Supplier*

### MEMBERSHIP RENEWAL REMINDER...

Membership renewals have been mailed out along with a **Member data sheet**. Members are asked to please review all information listed on the Data Sheet and make any necessary changes to the information and return to the Chamber office by **March 31** to ensure proper listing in the Chamber's MEMBERSHIP DIRECTORY AND RESOURCE GUIDE.

*Please note that the Chamber is not responsible for incorrect company information that is printed in the 2013-2014 Directory. The information currently on file will be listed in the directory unless otherwise indicated by the member.*

### "NEW" MEMBER TO MEMBER DISCOUNT OFFERS

#### APVideo & Security

724-243-3160

10% Discount on the cash purchase of any video surveillance system, door access system or monitored alarm system for Chamber members! Expires 01/01/2014.

#### Triple B Farms

724-258-3557

10% off your \$15 purchase all summer long with Discount Card! Use the Discount Card 10 times this summer and Receive a FREE gift! Discount Cards available at the Mon Valley Regional Chamber office for Chamber members and their employees.

*Valid June—Labor Day 2013.*

*Have a discount to offer fellow Chamber Members?*  
Call Donna or Deb today at 724-483-3507 to participate in this FREE program!

## THANK YOU RENEWING MEMBERS\*

### 91 Years

Zelenski's Bridal & Gown  
Shoppe

### 40 Years and Over

AnyOfficeProduct.com  
Shamrock Chemical

### 39 Years

Lee Supply Company

### 25 Years and Over

Culligan Water Conditioning  
McDonald's of Charleroi

### 10 Years and Over

AD Forms, LLC  
Campy's Pizza  
Charleroi Save-A-Lot  
Cupari Home Improvement  
DeLattre Corporation  
Ductmate Industries, Inc.  
(Charleroi)  
Gosai & Gandhi, MD  
Home Warehouse  
LOGIX  
Northwest Savings Bank  
Right Byte Computer Center  
RTS Packaging  
Subway/TCBY

### 5 Years and Over

ActionCoach Business  
Coaching  
Affordable Health Insurance  
Corning Federal Credit Union  
David Davis Communications,  
Inc.  
Hampton Inn – Belle Vernon  
Nokomis, Inc.  
Riverside Place  
Willow Room

### All Other Renewals

About Time  
Best Western – Garden Inn  
Bill's Feed & Garden Center  
Blank Welding  
CCA Solutions, Inc.  
Charleroi Area Ministerial  
Association  
John Croussouloudis  
Ferrara Appraisals  
Holiday Inn Express –  
Bentleyville  
Karen Juskowich  
Nemacolin County Club  
Odyssey HealthCare  
Outside the Box I.T., LLC  
Pennatronics Corporation  
Pennrose Management  
Peoples Natural Gas  
Premier Landscape and  
Lawns, LLC  
Danielle Price  
RCx Building Diagnostics,  
Inc.  
Rotary Club of Charleroi  
Eugene A. Vittone,  
Washington County District  
Attorney  
Washington Wild Things

\*These renewals only  
reflect dues received as of  
February 28, 2013.  
Renewals will continue to  
be acknowledged in  
upcoming issues of  
the Regional Reporter.

### NEW MEMBERS HIT THE JACKPOT!



#### POT OF GOLD WINNERS

**Eleanor and James Prystash, Rita's Italian Ice**  
are pictured here with Deb Keefer, Chamber Director  
at the March Luncheon at Anthony's on the Mon.

Remember...Payment of 2013 Dues makes your  
business eligible for the Chamber's Pot of Gold.

*Current Member must be present to win!*

The next drawing will be held on  
Tuesday, April 9<sup>th</sup> at the Chamber Luncheon  
at Monongahela Valley Hospital.

## ATTENTION!

The Chamber's e-mail address has changed to:

**members@mvrchamber.org**

The info@mvrchamber.org will accept e-mails  
until we have completely made the transition.

**Thank You!**



## CHAMBER NEWS



**Let us develop a comprehensive plan to protect your business, your family, and your bottom line. Our extensive portfolio includes:**

- Individual and Group Health Insurance
- Medicare Products
- Dental and Vision Insurance
- HR Solutions
- Business Insurance with Dividend Potential
- Energy Savings Program
- Voluntary Benefits and Personal Insurance

For more information, visit  
[www.chamberchoice.com](http://www.chamberchoice.com)  
 or call 1-800-377-3539.

Learn more about our NEW defined contribution benefits programs, featuring leading insurance companies and plans! Reduce costs, create budget certainty, and offer employees choice among multiple plans.

**Chamber**  **Choice**

## “RISING TO BUSINESS” FREE MONTHLY SEMINAR SERIES CONTINUES

The Rising to Business Series continues on Wednesday, March 27, 2013 at 7:30 AM at the Rostraver office of Waddell & Reed, Inc. This FREE monthly morning business information series is an added benefit to chamber membership. The series will focus on the current “hot topics” for business owners and their executive personnel. This series will be available exclusively to Mon Valley Regional and Greater Rostraver Chamber members and will include coffee and pastries at each session.

The upcoming line up of topics include:

March 27 - Tax attorney/CPA->Filing taxes, Applicable deductions, charitable

giving, estate impacts

April 24 - Medicare Supplements, Healthcare, Group coverage

May 29 - Commercial/Business Insurance, Workers Comp

June 26 - Technology in business-> Uses, social networking, cloud technology

Each session will take place at the Waddell & Reed offices at 1030 Rostraver Rd. in Belle Vernon on the last Wednesday of the month and will last from 7:30 AM to 8:30 AM. To reserve your spot, please contact the Waddell & Reed office at 724-929-3959. Seating will be limited to 10 people and will be on a first come, first serve basis. Stay tuned to the chamber newsletters and local media for more information.



## March Member Spotlight

### KIDNEY DISEASE & HYPERTENSION ASSOCIATES



The Mon Valley Regional Chamber recently honored **Kidney Disease & Hypertension Associates (KDHA)** in the Member Spotlight for March. Pictured here are: Dr. Ronald Lutes and Dr. Sudha Nayar. The practice is located at a newly constructed facility at 100 Stoops Drive (Carroll Township), 724-489-0220. The Chamber is recognizing the practice for the high quality of care and concern they deliver to their patients, and for their support of the Chamber organization and community events.

# 1<sup>ST</sup> QUARTER MEMBERSHIP BLITZ WRAP UP!

**Wednesday,  
March 27, 2013  
5:30PM to 7:30PM  
Salatino's  
River House Café  
Charleroi**

**SCRATCH OFFS!  
CHANCES TO WIN. . .**

**-Vouchers for free admission to  
Chamber events, e-blasts,  
member discounts, newsletter  
& directory ads and more!**



**NEW MEMBERS WHO JOINED**  
Since January 1, 2013 Attend **FREE**

**Members Who  
Referred a New Member**  
Since January 1, 2013

Attend **FREE**  
(IT'S NOT TOO LATE, REFER A MEMBER TODAY!)

ALL OTHER CHAMBER MEMBERS  
\$10/person

Includes networking, light snacks, prizes, cash  
bar\* and River House dinner discount coupon.

\*Happy Hour Pricing!

**CALL 724-483-3507 OR FAX 724-489-1045 by Tuesday, March 26, 2013**

Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Attendee \_\_\_\_\_

Attendee \_\_\_\_\_

New Member ☐ No Charge Referring Member ☐ No Charge

Payment Method: Check enclosed for \$\_\_\_\_\_. Bill my credit card \$\_\_\_\_\_

Credit Card: VISA ☐ MasterCard ☐ Discover ☐

Name \_\_\_\_\_ Card No. \_\_\_\_\_

Billing Address \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Signature \_\_\_\_\_

**\*NO SHOWS WILL BE INVOICED – WE ARE CHARGED FOR YOUR RESERVATION.**

**Reservations can also be made by calling 724-483-3507 or e-mail at [members@mvrchamber.org](mailto:members@mvrchamber.org)**

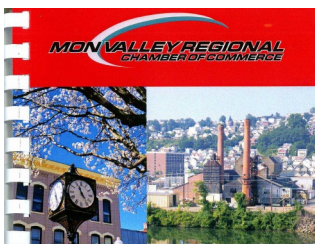
**Make checks payable to Mon Valley Regional Chamber, One Chamber Plaza, Charleroi, PA 15022**

## 2013 CHAMBER BOARD OF DIRECTORS AND STAFF



The 2013 Chamber Board of Directors and Chamber Staff. Seated (l to r): Donna Angelo, Financial Assistant, Deborah Buck, Diann Donaldson, Debra Keefer, Executive Director, Lori Spina. Standing (l to r): Brook Gardner, Armand Ferrara, President, Randy McMahon, J.J. Georgagis, Milt Kubik, Treasurer, Ken Wiltz, Attorney Richard Mudrick, V. President, James Protin, Exec. Committee-at-Large, Luther Sheets, Wayne Ray and David Galloni, Secretary.

**Great Rates  
on Advertising!**



**1,000 Copies  
Distributed!**



**2012-2013**

Advertising in the **2013-2014 Membership Directory & Resource Guide** will put your business in front of thousands of targeted clients! Capitalize on your investment with the Chamber by utilizing this valuable tool to increase your current market growth and reach new customers.

**Ad Space Still Available...**

**Call Donna at 724-483-3507 TODAY!**

- ◆ Full Page Ads—\$300
- ◆ Business Cards—\$125
- ◆ 1/2 Page Ads—\$200
- ◆ 1/8 Page Ads—\$75

***Deadline for Ad Submission is April 5th.***

*All ads subject to approval by the Mon Valley Regional Chamber of Commerce.*



## MEMBER NEWS

### GENDER DIVERSITY ACROSS THE BOARDS: A LEADERSHIP WASHINGTON COUNTY CLASS 12 PROJECT



Merriam-Webster Dictionary defines diversity as “the condition of having or being composed of different elements, or the inclusion of different types of people in a group or organization”. In 2010 the Women and Girls Foundation of Southwestern Pennsylvania began exploring gender diversity among publically traded businesses in Allegheny County. The project, which showed encouraging statistics on the part of corporate boards locally, was started in part because 40% of every higher education graduating class nationally is female. In order to attract and retain top tier female professionals to our region, it is critical that women see themselves reflected in corporate and government leadership.

The Leadership Washington County Class 11 took the program that the Women and Girls Foundation used in Allegheny Co. and applied it to a survey conducted in Washington Co. **Leadership Washington County is an 8 month long training program for professionals living and or working in Washington Co.** The program is designed to help participants gain a broad spectrum of issues affecting the county and in turn foster leadership, commitment and active participation in the community. Each class is required to complete a project.

The Leadership Washington Co. Class 11 began its survey among the top 50 employers in the county including for profit and non-profit businesses. The focus of the project was to join in movement towards making board selections more inclusive, transparent and diverse. Of the top 50 employers, 19 were eliminated because they are head-quartered out of state or are a family owned business with no board of directors. Another 3 did not respond leaving a total of 28 businesses. Added to that were 9 government agencies for a total of 37 surveyed/participating boards. The sampling of survey participants well represented the county and included financial institutions, service and hospitality, transportation, education, social services, manufacturing & wholesale as well as government and public administration. In addition to gender questions, each board was asked for numbers pertaining to race, age and method of appointment. Information compiled from the survey showed that women represent 26% of the boards of directors of participating business and agencies.

This is where the Leadership Washington County Class 12 has come in. Taking the information gathered by the previous class, the group is hoping to create awareness and spark interest and change across the county. According to Bloomberg.com,

“Companies with women on their boards performed better in challenging markets than those with all-male boards” and Huffington Post Business says that “Public companies with female board members perform significantly better than those without them”. The members of the Leadership Class 12 divided the list of boards who participated in the survey into two categories, those with at least 25% female representation and those without. Following that, letters of recommended “Best Practices” were sent to each business or agency asking that each board consider adopting the following in regards to diversity in general: (1) Institute a two or three year term of service and a minimum of consecutive terms each board member may serve with an option to be reappointed or re-elected after a specific amount of time off the board. (2) Based on board size, maintain a 20% minority population. (3) Based on board size, maintain an age range that represents all ages served by the business with at least one person representing ages 30-39, 40-49, 50-59 & 60+.

“We believe following these guidelines would allow boards of directors an opportunity to view a more current take on how their organization or business truly affects their community as well as assist the county in retaining professional women, which can lead to stronger family units, better performance in schools and an overall increase in pride of community” says **Angel Gulick\*, Mon Valley YMCA Program Director and Leadership Class 12 participant.** County Commissioner Diana Irey Vaughn fully supports the campaign and is hopeful that these Best Practices will encourage members of boards across the county to welcome more female representation. “Washington County is thriving in many ways and it’s important that we do everything we can to continue to draw professional, qualified people to our region”, says Gulick. “What better place to start than with the boards whose decisions affect our communities the most?”

**\*Angel is attending LWC Class 12 through a Chamber scholarship.**

### DAVID MORNAK JOINS CSC INSURANCE

**CSC Insurance Professionals Inc.** is proud to announce that **David Mornak** has joined Health Insurance Options in Rostraver as a Benefit Sales Consultant. He will be responsible for consulting and servicing individuals and families with their health insurance needs. David graduated from **California University of Pennsylvania** with a Business Administration Degree in Management. While attending college, and prior to acquiring his insurance license, he worked for his family business, **Mornak Excavation Inc.**

David is familiar with a variety of products and he can also assist individuals with their Medicare needs. CSC is proud to have David join the team at Health Insurance Options. You can contact David directly at **724-268-3006**.



"Serving the Business Community Since 1921"

**REGIONAL REPORTER**

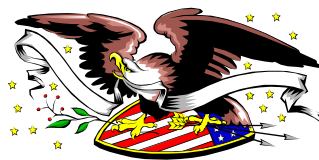
One Chamber Plaza, Charleroi, PA 15022

724-483-3507

members@mvrchamber.org

*Return Service Requested*

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**US POSTAGE  
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Permit No. 17  
MONESSEN, PA



**Butler's Golf  
Course**

800 Rock Run Road  
Elizabeth, PA 15037

Sponsorships Available  
Call 724-483-3507



*See insert for sponsorship/registration information.*

## Mark Your Calendar For These Upcoming Events!

**Wednesday, March 20** – Chamber Board Meeting, SPHS Board Room, 8:00 AM

**Wednesday, March 27** – "Rising to Business," Waddell & Reed Office, 1030 Rostraver Road, Belle Vernon, 7:30 AM—8:30 AM. *See information on page 4.*

**Wednesday, March 27** – Membership BLITZ Wrap-Up Event, Salatino's RiverHouse Café, 5:30 PM—7:30 PM. *See page 5 for details.*

**Friday, March 29**—Good Friday, Chamber office closed. *Happy Easter!*

**Tuesday, April 9** – Chamber Luncheon, PA Secretary of Revenue Dan Meuser, Monongahela Valley Hospital, 11:45 AM – 1:00 PM. *See insert for details.*

**Wednesday, April 17** —Chamber Board Meeting, TBD, 8:00 AM.

**Wednesday, April 24** —"Rising to Business," Waddell & Reed office, 1030 Rostraver Road, Belle Vernon, 7:30 AM—8:30 AM. *See information on page 4.*

**Tuesday, May 14** – Chamber Luncheon, TBD, 11:45 AM – 1:00 PM.

**Wednesday, May 15** —Chamber Board Meeting, TBD, 8:00 AM.

**Wednesday, May 30** —"Rising to Business," Waddell & Reed office, 1030 Rostraver Road, Belle Vernon, 7:30 AM—8:30 AM. *See information on page 4.*

*Watch the mail, e-mail, FACEbook and website for more information on all upcoming events!*

***www.mvrchamber.org***