

DIRECTOR'S MESSAGE

Happy Chamber of Commerce Month! We have had a phenomenal year this year at the Mon Valley Regional Chamber of Commerce. The Chamber is experiencing membership growth, new businesses, and renewed opportunities for our members as a result of the influx of the gas and oil industry to our area. Fun is important, too, and we believe that a friendly softball game or after hours event provides a great atmosphere for networking!

We are proud of the leadership of our Board of Directors, and the involvement and financial support of the MVRCC membership. More than ever, the strength and power of a good local Chamber of Commerce organization is important to the business community of our Mid Mon Valley Region. You will see more events hosted by the Chamber's Government Affairs Committee in 2014.

If you are not a member, please review the benefit listing included in this publication and consider joining during our Fall Membership drive. Our November 12 luncheon in Monessen is open to the entire business community and we hope to see you there!

Deb Keefer

Deb Keefer, Executive Director



Inside this issue:

New Members	2
Chamber News	3-5
Mon Valley's Got Talent Photos	6
Member News	7
Small Business Saturday	8
November Luncheon	9
Fall Membership Offer	10
Membership Application	11



October Member Spotlight CRYSTAL CONCEPTS

Crystal Concepts is in the Mon Valley Regional Chamber's Member Spotlight for October. Owner Robert Pennline started the business in 1989. Crystal Concepts



Robert Pennline

specializes in custom deep etched recognition awards, sports trophies and business promotional products and their employees have over 30 years experience with crystal and glass. They have produced elegant pieces for crystal manufacturers, organizations and individuals. They have a long time relationship with the MVRCC, producing beautiful awards for special events.

Crystal Concepts is located at 403 East Main Street in Mt. Pleasant, PA.
Call 724-547-0573 or
www.crystalconcepts-pa.com



Mon Valley Regional Chamber of Commerce

One Chamber Plaza
Charleroi, PA 15022

724-483-3507 Fax: 724-489-1045
E-mail: members@mvrchamber.org
website: 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*

The Baltimore Life Companies

Jeffrey Porter
Willow Pointe Plaza, Suite 250
800 Plaza Drive
Belle Vernon, PA 15012
724-305-6035
www.baltlife.com
Insurance

Bayshire Properties, LLC

Paul Miller & Fred Schaffer
111 Colson Drive
Pleasant Hills, PA 15236
412-726-5869 / 412-680-9875
Property Management & Rentals

Creative Visions Media Group

Amy Taylor
68 W. Maiden Street
Washington, PA 15301
724-250-2909
www.creativevisions.us
*Marketing / Advertising, Graphic / Web Design,
Video Productions*

Fourth Street Barbeque

David Barbe, Jr.
308 Fourth Street
Charleroi, PA 15022
724-565-5456
www.fourthstreetbbq.com
Restaurant

*These new members only reflect dues received as of October 21, 2013.
New members will continue to be acknowledged in upcoming issues of the
Regional Reporter.

Masonic Temple Association of Charleroi, PA Inc.

Milton Kubik
640 McKean Avenue
Charleroi, PA 15022
Association / Club

Uniquely Yours by Janet

Janet Hamilton
412 Fallowfield Avenue
Charleroi, PA 15022
724-483-4243
Gift / Specialty Shop – Used Furniture

VisuGroup

Martina Thomas
408 Meadow Avenue
Charleroi, PA 15022
724-825-2554 (text only)
www.visugroup.net
Graphic Design



Prepay dues for 2014, begin benefits
immediately!

FALL Membership Special!
NEW MEMBERS Get the FALL
Months FREE!

*Call Deb Keefer today
at 724-483-3507 for dues quote and
more information.*

See List of Benefits and Membership
Application on pages 10 and 11.

CHAMBER NEWS

MON VALLEY REGIONAL HONORS FINEST

It was night of Irish humor, touching tributes and celebration of achievements made by MVRCC members on Thursday, September 12 at Monongahela Valley Hospital. A wine and food reception for 120 members and guests was followed by a ceremony that recognized **World Kitchen, LLC, Community Action Southwest, Shamrock Chemical and McGinley Maintenance**, and **William “Bill” Lee**. Thank you to our sponsors: **First Federal Savings Bank, McGinley Maintenance and World Kitchen, LLC.**



2013 Award Recipients: Donald Good, World Kitchen, LLC, Darlene Bigler, Community Action Southwest, John McGinley, Shamrock Chemical/McGinley Maintenance and Shining Star, William “Bill” Lee.



Mike McGinley, Shamrock Chemical's Corporate Ambassador and Administrative Assistant Tammy Long.

CHAMBER STAFF ATTENDED PACP FALL CONFERENCE AT SEVEN SPRINGS

The Chamber staff recently attended the 2013 Pennsylvania Association of Chamber Professionals' Fall Conference at Seven Springs.

This conference carried the theme “Tommorrow’s Membership Organization,” and was packed with informational sessions presented by experts in marketing and social media. A special session was held on how Chambers of Commerce can be active in governmental affairs, and the State Police were on hand to explain the do’s and don’ts of games of small chance. Most of all the networking opportunities were phenomenal, as folks in the Chamber industry are always willing to share their experiences, successes and yes, failures, too.

The PACP offers low cost memberships based on organization size. For more information please visit www.paprofessionals.com or call Debbie Keefer at the Chamber.



Donna Angelo was granted a PACP scholarship to attend the conference. She is seen here accepting the award from Susan Williams, (Venango County C/C) PACP Chairman at the conference.

CHAMBER NEWS

MARCELLUS SHALE ECONOMIES AND SUPPLY CHAIN TOPIC OF OCTOBER LUNCHEON



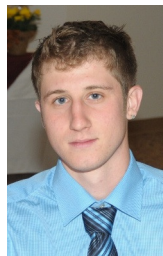
Left to right above: Susan Oliver from WPX Energy and Joy Ruff from the Marcellus Shale Coalition answer questions from members at the Chamber luncheon held at Monongahela Valley Hospital on October 8.



Congratulations to **Monongahela Valley Hospital** winner of the Chamber's Pot of Gold at the October luncheon. Pictured is Sara Schumacher, MVH Vice President of Fund Development.

LEADERSHIP WASHINGTON COUNTY SCHOLARSHIP RECIPIENTS NAMED

Sam Spina, Jr. of Magic City Mart and **Diane Bianchi of Business Expansion Enterprises** are attending the Leadership Washington County Class of 2014 program through scholarships awarded by the Mon Valley Regional Chamber of Commerce. The scholarships are funded by proceeds from the Melvin B. Bassi Memorial Golf Tournament each year.



Sam Spina, Jr.

Leadership Washington County is a year-long intensive program that develops effective leaders to help improve our communities. Through a day-long class each month, for nine months, combined with field trips and a class project, participants are guided to a better understanding of themselves, their community, and their role in making a positive impact in Washington County. Leadership Washington County is open to any citizen residing in or working in Washington County. It has been operating for 12 years, and the growing ranks of LWC alumni are a new resource for the many non-profits in the County looking for qualified individuals to serve on their Boards. More information can be accessed at www.leadershipwashington.com.



Diane Bianchi

NOVEMBER LUNCHEON TO BE HELD AT NEW DOUGLAS FACILITY

The Chamber will hold its monthly luncheon event at **Douglas Education Center's "30 Donner Place"** in Monessen on Tuesday, November 12, 2013. Registration begins at 11:45 am, and the luncheon concludes at 1:00 pm. Ample, free on site parking is available at this facility.

Each member will have the opportunity to introduce themselves during the program. The MVRCC Board of Directors are encouraging local businesses to send a representative, regardless of membership. **Danielle Price** will offer tips and advice on networking with social media, and a representative will be on hand from **ChamberChoice®** the Chamber's insurance partner. This event is open to all businesses, and non members are encouraged to attend and network with the MVRCC membership.

Reservations are required. The cost for this luncheon is \$15.00/person. *See page 9 for details!* VISA, MasterCard and Discover accepted.

CHAMBER/MEMBER NEWS**THE CHALLENGE PROGRAM, INC.
KICKS OFF PROGRAM AT MONESSEN
HIGH SCHOOL**

The Challenge Program, Inc., a regional non-profit organization designed to provide high school students with incentives for success, recently kicked off the program with an orientation and awards assembly at Monessen High School.

The program partners with businesses to motivate high school students to excel, both in and out of the classroom. The Mon Valley Regional Chamber of Commerce serves as the sponsor of The Challenge Program, Inc. at the school.



For more information about The Challenge Program, Inc., contact Mary Drelisak, Director of Program Development at 724.984.0860 or go to www.tcpinc.org.

Thank you!

Ms. Keefer,

I am a student at Monessen High School and was awarded the \$250 prize for perfect attendance. I wanted to express my gratitude for the money and for selecting Monessen as one of the schools for the program. As a senior who is also taking college courses, the money will come in handy for tuition and books. Thank you very much.

Nathanael Moon



Students at the Monessen High School were recently awarded checks of \$250 from The Challenge Program, Inc. for their performance last year. Seated are: Noah Yartin (sophomore Academic Excellence) and Javon Brown (junior Academic Improvement). Standing from left are: Nathanael Moon (junior Attendance); Robert Stimaker (sophomore Attendance); Blake Pawelec (junior Academic Excellence); Mikayla Speck (sophomore Community Service); Jacquelyn Wiggins (junior Community Service); and Jim Protin representing sponsor, Mon Valley Regional Chamber of Commerce.



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For more information, visit www.chamberchoice.com or call 1-800-377-3539.

ChamberChoice

CHAMBER NEWS

The first “Mon Valley’s Got Talent” was held on Saturday, October 5 at Bentleyville Fire Hall. The sold out event was hosted by the MVRCC and sponsored by Drs. Gosai & Gandhi. The show featured local talent and performances including Tanya Chaney of Chaney’s Natural Health & Wellness, Dr. Kamlesh Gosai, Angel & Kayla Gulick of Mon Valley YMCA, Washington County District Attorney Gene Vittone, Bill Wiltz, Mark Hollowood, Brad Bozovich & Company and Mark Kerestan of OSPTA. Larry Celaschi, Jr. served as emcee. There was also a surprise appearance by “Sonny & Cher.” Lori Spina, MVRCC Board member and CEO of Southwest Medical was instrumental in the creation and planning of the event. THANK YOU to all who volunteered, donated and attended the event.



Brad Bozovich & Company were the top vote getters and won a crystal trophy and studio time at Blue Light Recording Studio. From left are Amy Coll, George Marinkovich, Ernie Walters, Brad Bozovich and Armand Ferrara, MVRCC president



MEMBER NEWS

CONGRATULATIONS ON 50 YEARS!



The MVRCC Congratulates **MarBill Diamonds and Jewelry** on their 50th Anniversary. We are proud to have this remarkable family business in our membership and in our community!

MARY, MOTHER OF THE CHURCH WILL HOLD SPAGHETTI DINNER



Mary, Mother of the Church parish, located at 7th and Washington Avenue, Charleroi, will hold its annual Spaghetti Dinner on Friday, November 1 from 11:00 AM to 6:30 PM in Marian Hall. The cost of the dinner is \$8 for adults and \$5 for children, and includes spaghetti, meat balls, salad, bread & butter, dessert and a beverage. Patrons can dine in, and take-outs are also available. Preparing for the dinner from left are Angela DeRienzo, Jo Ann Mocilan, Carol Grillo, Fr. Jerry Mikonis, pastor, Caroline Lautsch, and Adeline Povich.

HUNDREDS COME TO SUPPORT MVH LOIS ORANGE DUCOEUR BREAST CANCER WALK

Over 400 people, including these survivors pictured, came out on Saturday, October 12th for the Annual Monongahela Valley Hospital Lois Orange Ducoeur Breast Cancer Walk in downtown Charleroi. This was the first year that the hospital staff has taken the lead in planning the event from the Mon Valley Regional Chamber. Over \$14,000 in proceeds raised from the event will benefit the Charles L. & Rose Sweeney-Melenzyer Pavilion and Regional Cancer Center at Monongahela Valley Hospital. To view more photos from the event, visit <http://mvhwalk.shutterfly.com>.





SMALL BUSINESS SATURDAY—NOVEMBER 30

SMALL STEPS TO SUCCESS—10 TIPS TO RALLY YOUR NEIGHBORHOOD THIS SMALL BUSINESS SATURDAY®

1. CREATE AN EVENT TO PROMOTE SMALL BUSINESSES.

Throw a parade on your main street. Host a community block party or downtown fair. Design an event that showcases what local businesses have to offer and inspires people to participate and shop small on the day. And, don't forget that you can leverage existing events in your town to help make the most of Small Business Saturday.

2. MAKE IT EASY TO SHOP.

Offer free parking for the day and close down streets for pedestrians. The easier it is to shop, the more people will do it!

3. MAKE IT MEMORABLE.

Dress up the town with signage, banners, and balloons to help the cause stand out and call your community to action on the day.

4. GET THE MEDIA AND LOCAL OFFICIALS INVOLVED.

Local media is always looking for a good story. Engage local officials, local celebrities and media contacts and let them help amplify your message.

5. START A COUNTDOWN.

Start a countdown the week before Small Business Saturday. Enlisting the help of small businesses and your local newspaper is a great way to build the excitement.

6. ENGAGE MORE SMALL BUSINESSES AND HELP THEM PARTICIPATE.

The more small businesses you can get on board, the bigger the day can be.

7. ENGAGE THE WHOLE COMMUNITY—INCLUDING THE KIDS!

Create a festive atmosphere with face painting, balloon animals, and cotton candy to help attract families with young children.

8. CREATE A SMALL BUSINESS SATURDAY CIRCULAR.

Use the Sunday paper to highlight all the special Small Business Saturday offers from local small businesses.

9. ADVERTISE IN THE NEWSPAPER.

Contact your local newspaper about including a Small Business Saturday ad or one-pager in papers in your neighborhood.

10. KEEP TALKING!

In meetings. At the grocery store. Over dinner with friends. The more passionate you are spreading the word; the more others will be doing the same.



Chamber LUNCHEON

Tuesday, November 12, 2013

11:45 AM—1:00 PM



"30 Donner Place"

30 Donner Avenue
Monessen, PA 15062

-Personal Self Introduction by All Attendees

-Member Benefit Updates

-Networking

\$15.00/person

**This meeting is open to
all businesses**

Members - bring a guest!



Register on-line
www.mvrchamber.org

"THE SOCIAL MEDIA REVOLUTION"

Updates, Tips and Tools



Presented by

Danielle Price

Hawthorne Ventures

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TELEPHONE 724-483-3507 OR FAX 724-489-1045 BY Friday, November 8

PLEASE TRY OUR EASY ON-LINE REGISTRATION!—www.mvrchamber.org

Company Name: _____ Phone: _____
Attendee(s) _____

Check enclosed for \$ _____.

Credit Card: VISA _____ MasterCard _____ Discover _____ Bill my credit card \$ _____ Expiration Date: _____

Name: _____ Card No. _____

Billing Address _____

Signature _____

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

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



MON VALLEY REGIONAL CHAMBER OF COMMERCE

We love football season, the beauty of the fall foliage, and the crispy cool weather— AND, the opportunity for every business in the Mid Mon Valley to join the MVRCC! Join now for an affordable annual investment and get the balance of 2013 Free! No renewal invoice until January of 2015!

✓Benefits of Membership . . .

- ✓ ChamberChoice® Group Health, Business Insurance & Energy Programs
- ✓ Advocate for Marcellus Shale Initiatives
- ✓ Networking Events and Opportunities
- ✓ Website & Facebook® Links to Your Business
- ✓ Member Spotlight Program
- ✓ Leadership Washington County Scholarships
- ✓ Advertising Opportunities and Referrals
- ✓ FREE Member to Member Discount Program
- ✓ FREE Notary Service
- ✓ FREE Paper Recycling Program (ABITIBI®)
- ✓ FREE Ribbon Cuttings
- ✓ FREE DUAL MEMBERSHIP IN THE U.S. CHAMBER OF COMMERCE*
- ✓ Monthly Tabloid and Newsletter "*Regional Reporter*"
- ✓ Educational Workshops
- ✓ Named in "25 Largest Chambers in the Greater Pittsburgh Region"
- ✓ Small Business Resource Center
- ✓ Certificates of Origin Documentation
- ✓ Credit Card Payment & On-Line Registration Available
- ✓ Full time staff to serve and refer your business. . . .

Member . . .

U.S. Chamber of Commerce
PA Chamber of Business & Industry
PA Association of Chamber
Marcellus on Main Street
Small Business Saturday® Initiative



**some restrictions apply - please contact Deb Keefer for more information.*

JOIN TODAY! Please complete membership application on the next page.

MEMBERSHIP APPLICATION*



One Chamber Plaza, Charleroi, PA 15022

Phone: 724-483-3507 Fax: 724-489-1045

members@mvrchamber.org

Business

Name _____

Category _____

Primary Contact _____ Title _____

Business Mailing Address _____

Telephone _____ FAX _____

E-MAIL _____ (not to be published) WEBSITE _____

Number of Employees: Full _____ Part _____

Annual Dues: _____ (Call for quote if uncertain about investment level)

Current member of another local Chamber of Commerce (name of Chamber) _____

Annual Dues w/ 25% discount \$ _____ (This discount applies to first year only)

Your enrollment includes a FREE membership in the U.S. Chamber of Commerce**

Are you interested in receiving this benefit ____ yes ____ no

METHOD OF PAYMENT ☐ Check ☐ Bill Me ☐ Credit Card

If paying by credit card please fill out the following:

VISA ____ MasterCard ____ Discover ____

Name as Listed on Card _____

Billing Address with ZIP _____

Credit Card # _____ Exp. Date: ____ / ____

Signature _____

Please mail or fax to the Chamber Office

Thank You for Becoming a Member!

* All membership applications subject to approval by the Mon Valley Regional Board of Directors.

**Some restrictions apply—and member may opt for one/any of US Chamber benefits.

Office use only:

Date Entered _____ Initial _____ Member ID# _____

DUES RATES**Associate Member:****\$72.00 Individuals & Elected Officials****\$96.00 Non Profit Organization****Banking and Financial Institutions:****Call for Quote****Grocery Stores: - \$350.00****Industries and National Retailers:*****Base Rate Minimum: \$250.00****Services: *Base Rate - \$187.00****News Media: - *Base Rate \$400.00****Retailers: *Base Rate - \$187.00****Owner/Operator Shops: \$132.00****Utilities: - \$450.00**

All base rates include up to 5 employees.

\$1.25/employee/year will be added for

6 employees or more



"Serving the Business Community Since 1921"

REGIONAL REPORTER

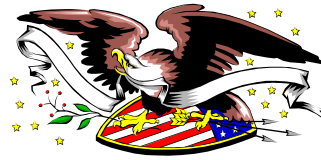
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Mark Your Calendar For These Upcoming Events!

Wednesday, October 30 — Halloween Parade and Downtown Merchant Trick or Treat, Downtown Charleroi.
www.charleroiboro.org for details.

Tuesday, November 12—Chamber Luncheon, 30 Donner Place, Monessen, 11:45 AM—1:00 PM. *See insert for details.*

Wednesday, November 20 — Chamber Board Meeting, Chamber Building, 8:00 AM.

Thursday, November 28 & Friday, November 29 — *Happy Thanksgiving!* Chamber office closed.

Saturday, November 30 — Small Business Saturday—Support your local merchants!

Thursday, December 4 — Chamber's Annual Christmas Party, Anthony's on the Mon.

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

www.mvrchamber.org