

SAVE THE DATE



Melvin B. Bassi

Memorial Golf Tournament

June 5, 2014

**NEMACOLIN
COUNTRY CLUB**

Route 40 West, Beallsville, PA 15313



New Location!

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January Member Spotlight DUCTMATE INDUSTRIES



Ductmate Industries is in the Chamber's December Member Spotlight. Seen here left to right are Doug Gudenburr, Director of Operations; Ray Yeager, President & CEO; Dan Bruno, CFO; and Ed Rafalski, Director of Sales & Marketing. See story on page 3.



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 MEMBER*

Carol Claybaugh

117 Walnut Ridge Road

Charleroi, PA 15022

Associate Member

This new member only reflect dues received from December 15 through December 31, 2013.

Benefits of Membership . . .

- ChamberChoice® Group Health, Business Insurance & Energy Programs
- Advocate for Marcellus Shale Initiatives
- Networking Events
- Member Recognition Programs
- Leadership Washington County Scholarship
- Advertising Opportunities and Referrals
- Discounts and fee waiver for credit card processing
- FREE Member to Member Discount Program
- FREE Notary Service (no motor vehicle work)
- FREE Ribbon Cuttings
- FREE Dual Membership In the U.S. Chamber of Commerce
- Monthly Publication and E-Blasts
- Educational Workshops
- Named in "25 Largest Chambers in the Greater Pittsburgh Region"
- Certificates of Origin Documentation
- Credit Card Payments and On-Line Registration Accepted
- Full time staff to serve you . . .

Member . . .

U.S. Chamber of Commerce, PA Chamber of Business & Industry, PA Association of Chamber Professionals, Mon Valley Progress Council, Marcellus on Main Street And Small Business Saturday®

THERE IS STRENGTH IN NUMBERS, 325 and Growing!
Join Us Today!

Call Deb at 724-483-3507

MEMBERSHIP RENEWALS THANK YOU FOR YOUR RENEWALS!

We appreciate your prompt payments of your 2014 renewals. We will begin listing renewals in the February newsletter.

A **Member data sheet** was included in your December newsletter. 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 February 28 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 2014-2015 Directory. The information currently on file will be listed in the directory unless otherwise indicated by the member.

And remember . . . Payment of 2014 Dues makes your business eligible for the Chamber's Pot of Gold.

The next drawing will be held on Tuesday, February 11th at the Chamber Luncheon at the Charleroi Elks Club.



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

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.

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

ChamberChoice



January Member Spotlight DUCTMATE INDUSTRIES

Ductmate Industries was formed in 1978 and makes commercial ductwork connections and accessories to reduce leaks at duct connections and reinforce ductwork. They serve customers throughout the US and Canada, as well as Europe and Australia and employs 200-250 people between its office and manufacturing teams.

Ductmate owns numerous patents for its work towards eliminating duct leakage and improve overall duct performance. Founded in 1978 by mechanical engineer Peter Arnoldt, the company has been a World Class Lean Enterprise in the Mon Valley for many years. They were awarded Manufacturer of the Year in Western Pennsylvania in 2008 and 2009.

The company headquarters are located in Charleroi in a building designated as a National Historic Landmark and has sales offices in Lodi, California. The company also has production facilities in Monongahela, Lodi, and Tulsa. Ductmate has more than 400 distributors nationwide.

Ductmate Industries, Inc. is the largest heating, ventilation and air conditioning (HVAC) accessories manufacturer in North America. Eighty percent of its business dedicated to commercial ductwork components and 20 percent to residential and industrial HVAC accessories.

The company rides itself on its in-house green efforts; as one of the largest HVAC accessory providers in the world and a member of Green Building Alliance as well as the U.S. Green Building Council; the company is committed to the sustainable manufacturing of products designed to increase the efficiency of heating & cooling systems.

In addition to its environmentally friendly goals and worldwide reputation, Ductmate Industries, Inc. also offers an online university to its authorized distributors. Ductmate Online University offers e-courses about duct design and construction. Ductmate is a valued Chamber member and is known for their support of the communities in which they are located.



Ray Yeager, President & CEO

NEW BOARD MEMBERS ANNOUNCED

The following individuals were recently elected to serve a 3-year term ending December 31, 2016:

Returning Board Members: **Randy McMahon** (*Handyman Matters*), **Jim Protin** (*Chester Engineers*), **Wayne Ray** (*Snapshot 47 Photos*), **Josie Pelzer** (*Rotolo Dodge-Chrysler-Jeep-Ram*)

New Board Members: **Erin Sakalik** (*West Pike Run Township*), **Phillip Sparacella** (*United Way-Mon Valley*)

1-Year Appointments: **David Galloni** (*Charleroi Federal Savings Bank*), **Donald Good** (*World Kitchen, LLC*), **Milt Kubik** (*Charleroi Community Park*), **Donna Ramusivich** (*Monongahela Valley Hospital*)

Executive Committee: President—**Armand Ferrara** (*Ferrara Appraisal Service*)
V. President—**Atty. Richard Mudrick**, Secretary—**David Galloni** (*Charleroi Federal Savings Bank*), Treasurer—**Milt Kubik** (*Charleroi Community Park*)



Erin
Sakalik



Phillip Sparacella

**MON VALLEY REGIONAL
CHAMBER OF COMMERCE**



**Tuesday
January 28, 2014**

5:00 PM—7:00 PM

**SALATINO'S RIVER HOUSE CAFE
506 McKean Avenue
Charleroi**



Enjoy Networking—Meet your fellow Chamber members.
Enjoy light snacks—Compliments of Salatino's River House Café.
Cash Bar. Pot of Gold. Bring a potential member!

RSVP REQUIRED

There is no charge for Chamber BASH attendees and their guest(s).

RSVP your attendance by calling 724-483-3507 OR by sending an e-mail to
members@mvrchamber.org

*This is a member only event—NOT OPEN TO THE PUBLIC
Please call the Chamber for any questions about guests.

Check it out!

MEMBER TO MEMBER DISCOUNT OFFER



**The Salon & Spa by
Chaney's Natural,
LLC**

724-328-2834

Chamber discount: 10% for all products and services. Also valid for employees of chamber members. Must mention Chamber Discount at checkout. No refund will be issued after transaction is final.

For a complete listing of current Member to Member
Discounts go to www.mvrchamber.org

*Have a discount to offer fellow
Chamber Members?*

Call Donna or Deb today at
724-483-3507 to participate in this
FREE program!

CHAMBER NEWS

WASHINGTON COUNTY COMMISSIONERS PARTICIPATE IN FEBRUARY 11 LUNCHEON

The Washington County Commissioners will be featured at the Mon Valley Regional Chamber luncheon to be held on **Tuesday, February 11, 2014 at the Charleroi Elks Club from 11:45 AM to 1:00 PM.**

Commissioners **Diana Irey-Vaughan, Larry Maggi and Harlan Shober** will participate in a panel discussion moderated by **Jeff Kotula**, President Washington County Chamber of Commerce.

Attendees can make reservations at a cost of \$15.00/person and may register by calling the Chamber office at 724-483-3507, e-mail members@mvrchamber.org or by using the convenient on-line registration at **www.mvrchamber.org**. VISA, MasterCard and Discover accepted. *Please see insert for details.*



Washington County Commissioners Larry Maggi, Diana Irey-Vaughan and Harlan Shober.

DO YOU HAVE THE WINTER BLUES? ARE YOU TIRED OF THE COLD?

Then join us for "Hoodie Hoo Day." February 20 is the date set aside in the Northern Hemisphere for humans to unite and chase winter away. Everyone is encouraged to follow the simple steps required on February 20 at exactly 12:00 noon and shout at the sky, "Hoodie-hoo" three times.

Brightly colored clothing, and noisemaking using horns, pots and pans, etc. has been known to be effective in bringing attention to our wishes for cold, snowy and bitter weather to move on. This is a trademarked holiday created by Wellcat.com.

Because numbers will enhance the effectiveness, a Hoodie Hoo shout will take place in Magic City Square in downtown Charleroi at the prescribed time, **EXACTLY 12:00 o'clock noon.** The Square will be closed down at 11:30 am for some pre-Hoodie Hoo activities, including music and prizes for best costume or largest group. Businesses are being asked to join in and offer Hoodie Hoo discounts and restaurant specials. Expect a Hoodie Hoo drink or sandwich to appear on local menus!

Please stay tuned to the Charleroi Borough and Charleroi Hoodie Hoo Day Facebook pages for more information on this first annual event. www.facebook.com/CharleroiHoodieHoo or www.facebook.com/CharleroiBoro. Questions? Call 724-483-3507.

MEMBER NEWS

DOES YOUR SMALL START-UP OR EXPANDING BUSINESS NEED CAPITAL?

The **Washington County Council on Economic Development (WCCED)** is the premiere provider of SBA microloans, ranging from \$5,000 to \$50,000 in Washington, Greene, Fayette, Westmoreland, Allegheny and Beaver counties in Pennsylvania.

The purpose of this financing is to encourage the creation and growth of new and expanding small businesses. The program provides financing at a fixed interest rate for a fixed term. Eligible uses of financing include:

- Opening or expanding your business
- Buying inventory
- Purchasing equipment
- Supplementing working capital

WCCED is the largest microloan provider in western Pennsylvania and all of West Virginia; in fact in the past fiscal year, \$.53 of every SBA microloan dollar lent in all of West Virginia and western Pennsylvania was loaned by WCCED.

The SBA microloan can be stand alone or part of a total \$150,000 loan package with a bank. Assistance is available through the SBDC to develop the business plan and financial projections.

For more information please call April Cacia in Washington Pennsylvania at 724-225-8245.

Save the Date

March for Parks

Saturday, March 29, 2014

Cedar Creek Park

Check-In begins at 9:00 AM March starts at 10:30 AM



For information go to
www.co.westmoreland.pa.us

DOUGLAS EDUCATION CENTER'S 110TH ANNIVERSARY CELEBRATION: LAUNCHES NEW RESPONSIVE WEBSITE

It's not every day that you reach super-centenarian status. But that's precisely the milestone **Douglas Education Center (DEC)** has reached in 2014. We think that's reason to celebrate! Marking the kick-off to a year-long **110th Anniversary Celebration**, DEC **officially unveiled its new responsive design website, www.dec.edu, today** – complete with new graphics and easier navigation, to commemorate this remarkable milestone.

The new website enriches the users experience by delivering full content and functionality across all devices. As mobile and tablet use continues to skyrocket, it is essential that DEC's community of supporters are all able to access the website's features across multiple devices – desktop, tablet and smartphone.

Overall, the new website gives DEC strong marketing capabilities and a distinctive online presence. Jeffrey Imbrescia, Chief Executive Officer / President at DEC added, "With new facilities and updated branding, there is no better time than the 110-Year Anniversary Kick-Off Celebration to announce DEC's upgrade to our online presence. This new website is a positive step forward for DEC, and we are very proud that we were able to develop an enhanced online experience for both our prospective students as well as our valued existing audiences."

Do you have a fond DEC memory? Share your special memory on Twitter using #DECMemory / @DouglasEdCenter.

For more information about DEC and its programs, please visit www.dec.edu.

**Attention Chamber
Members:
GET YOUR MESSAGE OUT!**

SPONSOR THE REGIONAL REPORTER

\$65 Insert Sponsor - (\$45 Non Profit Rate)

You provide 400 inserts
(8-1/2" x 11" flyers printed on a 20 lb. stock are preferred.)

CALL 724-483-3507 TO RESERVE YOUR SPACE!

Got News? Submit your news (anniversaries, achievements, etc.)
to members@mvrchamber.org

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 made payable to "MON VALLEY REGIONAL CHAMBER"☐ 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 Effective 01/01/2014**1 Employee only/Owner Operator:**

- \$150.00
- 2 to 10 employees 200.00
- 11 to 50 employees 250.00
- 51 employees and up 300.00 +
1.25/employee over 50

Associate Member: \$80.00

Elected Officials: \$100.00

Municipalities: \$100.00

Non Profit Organizations: \$105.00 +
1.00/employee over 5

Utilities: \$495.00

Additional locations – add \$25.00/each

Have more than one business? Call for
quote and ask about our family multi-
business discount.

Note:

2 part-time employees = 1 full-time



"Serving the Business Community Since 1921"

REGIONAL REPORTER

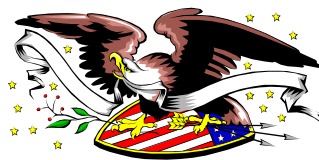
One Chamber Plaza, Charleroi, PA 15022

724-483-3507

members@mvrchamber.org

Return Service Requested

[Find us on Facebook](#) 



PRSTD STD
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MONESSEN, PA

Mark Your Calendar For These Upcoming Events!*

Tuesday, January 28—Chamber BASH (Business After Scheduled Hours), Salatino's River House Café, 5:00 PM—7:00 PM.

Tuesday, February 11—Chamber Luncheon, Charleroi Elks Club, 11:45 AM—1:00 PM. *See insert for details.*

Wednesday, February 19 — Chamber Board Meeting, Chamber Building, 8:00 AM.

Thursday, February 20—1st Annual Hoodie Hoo Day, Downtown Charleroi, 12:00 Noon. www.facebook.com/CharleroiHoodieHoo *See story on page 5.*

Thursday, February 20 — Chamber's Hoodie Hoo Happy Hour, Rego's Restaurant, 5:00 PM—7:00 PM.

Tuesday, March 4 — Fat Tuesday/Sweets & Treats, Downtown Charleroi, 4:00 PM—8:00 PM.
www.charleroiboro.org

March 7-9—CHS Musical "The Wizard of Oz," Charleroi High School Auditorium. Show times: Friday & Saturday—7:30 PM, Sunday—2:00 PM.

Tuesday, March 11 — Chamber Luncheon, Mon Valley Country Club, 11:45 AM—1:00 PM.

Wednesday, March 19 — Chamber Board Meeting, Chamber Building, 8:00 AM.

Saturday, March 29 — "March for Parks," Cedar Creek Park, registration 9:00 AM, March starts 10:30 AM.
www.co.westmoreland.pa.us

Tuesday, April 8—Joint Chamber Luncheon with Mon Yough Chamber, The Willow Room, 11:45 AM—1:00 PM.

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

www.mvrchamber.org

* **Winter Weather Cancellation Policy**

If inclement weather causes a 2 hour delay or cancellation in the Charleroi Area School District, please consider the Chamber morning meetings or events cancelled. You can get the information on WTAE Channel 4 TV beginning at 5:00 AM or on their website

www.thepittsburghchannel.com.

For Chamber luncheon meetings or afternoon events please call the Chamber office at 724-483-3507, or watch for notice on the Chamber Face book pages. *Thank you!*