

## PRESIDENT'S MESSAGE

The Mon Valley Regional Chamber of Commerce has been a leader and respected voice for business in our region since our inception as the Charleroi Board of Trade in 1902. We were incorporated as a Chamber of Commerce in 1921 and are proud to be recognized as a founding member of the United States Chamber of Commerce. Entering our 96th year as a chamber of commerce in 2017, I am honored to serve as your President and represent an organization that supports and partners with nearly 350 local member businesses, numerous economic development organizations, community foundations, four county governments and dozens of Mon Valley communities from Elizabeth to California. Relationships are critical to our community's success, and the MVRCC will continue to create opportunities for people to gather, meet, and collaborate to build a stronger community.

Your Chamber is committed to continuing to attract new businesses and provide value to our existing business community. We will continue to add services to its portfolio to provide you the kind of added value every discerning company looks for before committing itself to investment in a region. Through diligent efforts that foster a positive and responsible climate for economic development, we are working to encourage new business investment, grow existing business investment, support educational excellence, and promote tourism. We are here to serve as your voice in creating a strong regional economy. In a regional economy, nobody will lose their identity, just the opposite. We will all benefit by raising the level of service, cutting costs, and elevating our quality of life.

We enter the new year with optimism and hope. Head held high, eyes forward. We are the Mon Valley and we are coming back. On behalf of the Chamber's Board of Directors and staff, I would like to wish our members, our friends and their families and the over 100,000 Mon Valley citizens we represent, a healthy and prosperous New Year!



James Protin,  
Chamber President

to

## Inside this issue:

New Members	2
Member Renewals	2-3
Member Spotlights	4-5
Chamber/Member News	5-7
February Chamber Luncheon	Insert
Thomas Family Dental	Insert
Tri-County Carpet Cleaning	Insert
CHS Musical Sponsor Opportunity	Insert
SBDC	Insert
Highway Appliance	Insert



## 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: James Protin  
V. President: Atty. Rick Mudrick  
Secretary: David Galloni  
Treasurer: Milton Kubik  
Executive Board: Armand Ferrara  
Executive Board: Diann Donaldson  
Executive Board: Deborah Buck

Chamber Staff:  
Executive Director: Debra Keefer  
Administrative Assistant: Kristine Hall  
Financial Assistant: Donna Angelo

We regret any errors or omissions  
in this newsletter



## Member Spotlights

### RELIANCE BUSINESS SOLUTIONS

### PRIMA DIVA BOUTIQUE

See stories on Page 4

## WELCOME NEW MEMBERS\*

### Enola Management Corporation

Dolly Speney  
3000 Washington Pike  
Bridgeville, PA 15017  
412-854-1893

*Property Management / Rentals*



**BE A MEMBER**

### Washington Financial Bank

Phil Trozzi  
430 Valley Brook Road  
McMurray, PA 15317  
724-206-1261  
[www.mywashingtonfinancial.com](http://www.mywashingtonfinancial.com)  
*Bank*

## THANK YOU RENEWING MEMBERS\*

### 79 Years

Authority of the Borough of Charleroi

### 60 Years

Model Cleaners & Uniforms  
Ruschak Insurance Associates

### 50 Years

Bassi, Vreeland & Associates, PC  
Bigi & Walsh  
cfsbank  
Lettrich Group Architects/Planners, Inc.  
Lions Club of Charleroi  
Mid Mon Valley Transit Authority  
Shamrock Chemical/McGinley Maintenance

### 45 Years

DeRienzo Family Practice

### 40 Years

Lee Supply Company

### 35 Years

Charleroi Sweeper Center  
Highway Appliance  
Vanderman Law Offices

### 30 Years

Armando's Pizza  
The Back Porch Restaurant  
Charleroi Area School District

### 30 Years Continued

Maple Creek Distributors  
McDonald's—Charleroi  
George M. Toohey, Optometrist  
Valley Tire Company  
Kenneth Wiltz  
Yohe Roofing

### 25 Years

Richard Mudrick, Attorney-at-Law  
Vitale State Farm Insurance

### 20 Years

Charleroi Paint & Glass  
Frank M. Godla Mechanical, Inc.  
Medved's Pharmacy

### 15 Years

Audrey's Custom Draperies  
Campy's Pizza  
Charleroi Fire Department  
Crystal Concepts  
Cupari Home Improvements  
Vito Dentino Agency  
Ductmate Industries, Inc. (Charleroi)  
Milt Kubik  
LOGIX  
Mon Valley Community Federal Credit Union  
Rotolo Dodge Chrysler Jeep Ram  
S.E. Technologies, LLC  
Solomon Chrysler Jeep Dodge Ford

## MEMBER RENEWALS CONTINUED\*

### 15 Years Continued

Southwest Training Services, Inc.  
 Speers Borough  
 Subway/TCBY  
 Vale-U-Health  
 William J. Worthington, Attorney-at-Law

### 10 Years

Action Housing, Inc.  
 Affordable Health Insurance  
 Community Action Southwest  
 CSC Insurance Options  
 David Davis Communications, Inc.  
 Douglas Education Center  
 Mary E. Ducato, DPM  
 Emerald Masonry & Construction, LLC  
 Hampton Inn—Belle Vernon  
 Handyman Matters  
 Mon Valley YMCA  
 Southwestern PA Human Services, Inc.  
 Washington Symphony Orchestra

### 5 Years

Bill's Feed & Garden Center  
 BVA Federal Credit Union  
 CASA for Kids, Inc.  
 Dr. Martin M. Dudas  
 Foundation for Free Enterprise Education  
 Frick Tri-County Federal Credit Union  
 Gene-N-Boots Candies, Inc.  
 Keystone Bakery  
 Lesleh Precision, Inc.  
 Mid Mon Valley All Sports Hall of Fame  
 Mon Valley Initiative  
 Morgan Excavating, LP  
 Orthopedic & Sports Physical Therapy Associates, Inc.  
 OSPTA @ Home  
 Outside the Box IT, LLC  
 Prima Diva Boutique  
 Redevelopment Authority of the County of Washington  
 Reliance Business Solutions  
 Roberts Auto Body  
 Snapshot 47 Photos  
 Sonador Yoga & Equestrian Center  
 Carl J. Spallino Funeral Home, Inc.

### 5 Years Continued

Transitional Employment Consultants  
 Tri-County Patriots for Independent Living  
 Valley 1<sup>st</sup> Federal Credit Union  
 Valley Outpatient Rehabilitation  
 Washington County Council on Economic Development  
 West Pike Run Township

### All other Renewals

Advanced Orthopaedics & Rehabilitation  
 Amcel Center Properties  
 Anova Home Health Care Services  
 ArcelorMittal Monessen, LLC  
 Auxiliary of Mon-Vale Health Resources  
 Bayshire Properties, LLC  
 Berkshire Hathaway Home Services  
 Dierkens Pharmacy  
 Donora Borough  
 EQT Corporation  
 Guardian Home & Community Services  
 Herald Standard  
 Commissioner Diana Irely-Vaughan, Washington County  
 Pete Jenkins Tax, Accounting & Financial Services  
 Anthony Lombardi  
 Masonic Temple Association of Charleroi, PA Inc.  
 Mon Valley Alliance  
 Michael Perozzi, DPM  
 Thomas Family Dental  
 Toast to Our Stars, Inc.  
 Tri County Carpet Cleaning  
 Union Prescription Center  
 Washington-Greene County Job Training Agency  
 WesBanco

### **\*THANK YOU FOR YOUR RENEWALS THAT WE HAVE RECEIVED AS OF JANUARY 13, 2017!**

We appreciate your prompt payments of your 2017 renewals. We will continue listing renewals in the upcoming newsletters.

**WE ARE SO GRATEFUL FOR YOUR SUPPORT!**



## Member Spotlight RELIANCE BUSINESS SOLUTIONS

**Reliance Business Solutions** was in the Chamber Member Spotlight for December. Reliance Business Solutions is a credit card processor with a home office located in North Belle Vernon. CEO Diann Donaldson is on the Chamber's Executive Committee and her company offers Chamber members a special program which includes waived annual fee, reduced processing fees, free online reporting and a discount on equipment. In addition to this great member benefit, Reliance donates a portion of their profits back to the MVRCC. In 2016, more than \$1,500 was rewarded to the Chamber.

Diann loves what she does because of the people she surrounds herself with and the friendships made along the way. "Our company motto is - It is not what you make, it is what you get to keep." Diann is always looking out for the best interest of her merchants.

She also serves on the Chamber's Membership and Marketing Committee and the Melvin Bassi Golf Tournament committee. In addition she has led various successful fundraisers for the Chamber. She is also owner of Jazzy Boutique in North Belle Vernon. Please call the Reliance Business team at 724-929-2852 to see if they can help with your credit card processing or visit [www.reliancetransactions.com](http://www.reliancetransactions.com)

Seen here is Diann Donaldson, CEO of Reliance Business Solutions, presenting a check representing 2016 rewards in the amount of \$1,595.11 from business generated with MVRCC members. Reliance team members not shown in this photo are Angela Rostcheck, Heather Cain, Tiffany Dunmeyer, Dave Collins and Cathy Aikins.



## Member Spotlight PRIMA DIVA BOUTIQUE

The **Prima Diva Boutique** is a fun place to shop for women's clothing, handbags, and jewelry. In addition, there are unique bar and wine accessories and children's specialty items. Prima Diva also offers tuxedo rentals for those very special occasions.

Owner Daneen Troup started Prima Diva in February of 2010 in downtown Charleroi amidst one of the worst blizzards ever to occur in the Mon Valley. She moved to a bigger space in 2014, and has now become a glitzy and favorite shopping destination for those needing a little "retail therapy." She is joined by her staff Deb Matay and Valerie Galilei in delivering superb customer service.

Daneen is also an advocate for the Charleroi business community, and participates in and helps lead Team Charleroi, a group of merchants from the business district. Prima Diva Boutique has been a member since the ribbon cutting in 2010, and continues to support and partner with the MVRCC for business promotions.

The store is open on Monday – Friday from 11:00 am - 7:00 pm, and Saturday from 11:00 – 5:00pm. They can be reached at 724-565-5586 or visit [www.primadivaboutique.com](http://www.primadivaboutique.com).

Seen here (l to r) is Valerie Galilei and Daneen Troup, owner. Missing from the photo is Deb Matay.





## MVRCC IS AWARDED LOCAL SHARE FUNDING FOR 4<sup>th</sup> PHASE OF FAÇADE PROGRAM

The Charleroi Design Committee operating in conjunction with the Mon Valley Regional Chamber of Commerce, will continue its Façade Improvement Program to assist business and property owners in Charleroi. The Phase IV portion of this program is focused on improving the appearance of the facades of commercial buildings in the Borough and leverages private dollars by reimbursing the property owner for half of their project cost. The funding for the program was applied for by the Chamber through the Washington County Local Share Account (created by gaming revenues). The review committee, chaired by Washington County Chamber President Jeff Kotula, recommended the project to the Washington County Commissioners for approval on December 15. In the first three phases of the grant program, the Chamber distributed \$146,226.21, representing \$320,159.01 in facade improvements TO 44 properties within the community. The new award is for \$65,000 and will be ready to allocate via grants in mid 2017.



The program is designed to stimulate investment, sales and other economic activities. It also helps to enhance the existing character of the buildings and to stimulate economic and community development by increasing property values in the Borough.

**The Design Committee will review applications for a maximum grant amount of \$5,000.00 per property.** Minimum grant is \$1,000 per property, i.e., **must be at least \$2,000 investment.** The applicants must show proof of payment to their contractors and suppliers to be reimbursed under the grant guidelines.

Guidelines and application can be e-mailed by request to [debbiek@mvrchamber.org](mailto:debbiek@mvrchamber.org) or by calling 724-483-3507. Deb Keefer, Chamber Director is the Grant administrator, and Debbie Buck is the Design Committee Chairman.

## Benefits of Membership . . .

- ✓ ChamberChoice® Group Health & Business Insurance
- ✓ Networking Events
- ✓ Member Recognition Programs
- ✓ Advertising Opportunities and Referrals
- ✓ Discounts and fee waiver for credit card processing
- ✓ Young Professionals of the Mon Valley Division
- ✓ FREE Member to Member Discount Program
- ✓ FREE Notary Service (no motor vehicle work)
- ✓ FREE Ribbon Cuttings
- ✓ Certificates of Origin for Manufacturers
- ✓ Scholarships to Local High School Students & Leadership Washington County
- ✓ Charleroi Façade Improvement Grant Program



**BE A MEMBER**

Call Deb Keefer for A Dues Quote!

724-483-3507



## **4th Annual Hoodie Hoo Day**

**Monday, February 20, 2017**

**National Holiday in the Northern Hemisphere**

**designed to scare winter away—Hoodie Hoo times 3 in unison!**

**Be a part of the largest shout recorded in history!**

**Magic City Square, Charleroi**

**11:00 AM—DJ Jerry Jericho**

**12:00 Noon—Hoodie Hoo Countdown & Shout**

**Check our Facebook page and media for participating merchants and warming stops**

**Traveling Trophies—Best Group and Best Individual**

**GIANT RAFFLE PACKAGE VALUED AT \$1,000—DRAWING AT 12:15!!!**

**A special visit from the Washington Wild Thing**

**Hoodie Hoo Day Specials and Discounts ALL DAY, Free Parking, Selfie Opps and MORE**



**Charleroi Merchant Participation Information and Donation Form  
for Giant Raffle Package, please call the Chamber Staff  
at 724-483-3507**

**Watch for Updates through Chamber communications and local  
media partners, the Mon Valley Independent, the Mon Valley  
Herald Standard, the Mon Valley Messenger, the Washington  
Observer-Reporter and the Washington County Tourism  
Promotion Agency**



**/CharleroiHoodieHooDay**

The Young Professionals are a Committee of the Mon Valley Regional Chamber of Commerce



## NETWORKING EVENT

**Thursday, February 16, 2017**

**6:00 PM—9:00 PM**

**River House Café**

Visit the YP's on line at [www.ypmv.org](http://www.ypmv.org)

To RSVP for this event and to access a membership application!

Membership is only \$25/person for MVRCC Members!



**Wednesday, January 25, 2017**

**12:00 Noon**

**Chamber Building**

Join Us at the Chamber Building, One Chamber Plaza, Charleroi, for an

informational meeting presented by **Michael Wholihan of the Small Business Development Center** at the University of Pittsburgh. Michael will be discussing two upcoming FREE workshops being conducted in March. "Planning for Profits" and "Mining Your Business." (see insert in this newsletter)

A light lunch will be served. Call **Deb or Kristine** at 724-483-3507 to make your reservation today. Seating is limited so we insist on your RSVP!

## Newsletter Insert Sponsorships available for March Newsletter

You Supply 400 Inserts (8-1/2 x 11)

**\$65.00/Business**

**\$45.00/Non Profits**

Submit your news (anniversaries, achievements, etc.) to [members@mvrchamber.org](mailto:members@mvrchamber.org)

**Treat Yourself & Support the CHS Musical!**



Charleroi Theater Boosters

**DQ Fundraiser**

**Monday**

**January 30, 2017**

**5:00—8:00 PM**

**North Charleroi Dairy Queen**

Bring this flyer to the North Charleroi Dairy Queen and a portion of your purchase will be donated to the Charleroi Theater Boosters. Also, \$5.00 will be donated for every 8" or larger DQ cake purchased that night.

The Charleroi Theater Boosters are a group dedicated to the performing arts at Charleroi High School. Proceeds from this event directly benefit the students involved in this year's production.



## Check it out! MEMBER TO MEMBER DISCOUNT OFFER

*Full Armor Fitness*

724-875-9302

*10% off all membership types,  
5% off all supplement and  
apparel products, 10% off  
personal training packages.*

For a complete listing of current  
Member to Member Discounts go to  
[www.mvrchamber.org](http://www.mvrchamber.org)

*Have a discount to offer fellow  
Chamber Members?*

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



"Serving the Business Community Since 1921"

**REGIONAL REPORTER**

One Chamber Plaza, Charleroi, PA 15022

724-483-3507

members@mvrchamber.org

*Return Service Requested*



PRSTD STD  
**US POSTAGE  
PAID**  
Permit No. 17  
MONESSEN, PA



/CharleroiHoodieHooDay

## Mark Your Calendar For These Upcoming Events!



*Watch the US mail, e-mail, Facebook, Twitter and website for information  
all upcoming events!*

***www.mvrchamber.org***



Wednesday, January 25, 2017 — "Lunch and Learn" - 12 Noon, Chamber Building—Info inside

Monday, February 6, 2017—Chamber Office Closed for Maintenance

Tuesday, February 14, 2017 —Chamber Luncheon—Charleroi Elks Club, 11:45AM

Wednesday, February 15, 2017—Chamber Board Meeting, MVRCC Conference Room, 8:00AM

Thursday, February 16, 2017—Young Professionals Networking—River House Café—6:00PM

Monday, February 20, 2017—Charleroi "Hoodie Hoo Day" - Info inside this newsletter

March 3,4,5, 2017 — "Into the Woods" Musical - info inside this newsletter

Tuesday, March 14, 2017—Chamber Luncheon, TBD, 11:45AM