

# Regional Reporter



Volume 11, Anniversary Issue 70

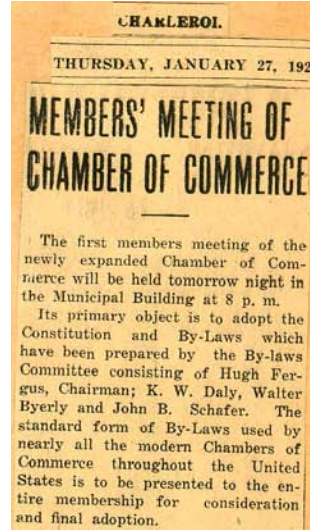
January, 2011

## Chamber Begins its 90th Year!

The Mon Valley Regional Chamber of Commerce Board of Directors and Staff are thrilled to begin our 90th year in existence! It will be interesting and fun to look at some of the organization's beginnings and bring some great pictures and artifacts out for everyone to enjoy.



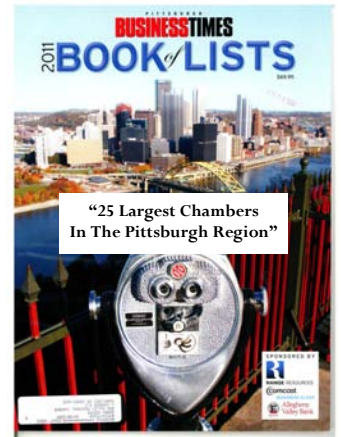
Since 1921, a lot has changed, however good people and generous support has allowed the Chamber to keep its original mission alive! We hope that our membership will enjoy the celebration reflected in several anniversary events and publications to occur over the next 12 months. If you have a great photo or Chamber story to share, let us know!



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## January Member Spotlight Jaycee Foods



Shown here for the January Member Spotlight is (l to r) Anthony Antonio, Account Development Specialist, Rick Cole, Operations Manager, Milt Kubik, Mon Valley Chamber Executive Committee, Robin Thielor, Office Manager, Ron Yakubik, Warehouse, Mike Lafferty, Outside Sales, and Dana Caruso-Slagle, President Seated: Jamie Kepich, Inside Sales. See story on page 2.

**Mon Valley Regional Chamber of Commerce**  
One Chamber Plaza  
Charleroi, PA 15022

724-483-3507 Fax: 724-489-1045  
E-mail: [info@mvrchamber.org](mailto:info@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: Jerry Zahand, Sr.  
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

### Glacial Energy

Robert Irey  
 126 Diane Drive  
 Monongahela, PA 15063  
 412-915-2348  
 www.glacialenergy.com  
*Electric Generation Supplier*

### Outside the Box I.T., LLC

Ken Cole II  
 216 Second Street  
 Monongahela, PA 15063  
 724-997-1095  
 www.outsidetheboxit.com  
*Computer Consultant*

### Pennsylvania Free Enterprise Week

John Trombetta  
 3076 W. 12th Street  
 Erie, PA 16505  
 (814)-833-9576  
 www.pfew.org  
*Business Leadership Program*

Are you a business, individual or non-profit that has not joined the Chamber of Commerce?

*Make Your New Year's Resolution to Join Now!*  
 Call Deb Today at 724-483-3507!

#### MEMBER REMINDER

*Payment of 2011 Dues makes your business eligible for the Chamber's Pot of Gold. Next Drawing to be held January 18 at the Chamber Construction BASH.*

Chamber Members are eligible for Chamber Choice Health, Dental, Life and More!

Call for a quote today!

[www.chamberchoice.com](http://www.chamberchoice.com)

## January Member Spotlight Jaycee Foods



Dana Caruso Slagle

Jaycee Foods is a wholesale food distributor selling products to restaurants, pizza shops, bars, churches, firehalls, stores, concessions and other organizations. Founded in 1981 by Joseph Caruso, and now headed by daughter Dana Caruso Slagle, Jaycee Foods employs more than 40 local men and women and buy from local and Pennsylvania suppliers wherever possible. They offer a host of services from menu planning, inventory analysis, cost/price evaluation, and new product introduction. They are located at 751 Lincoln Avenue in North Charleroi, and can be reached at 724-483-6592.

The Chamber is proud to have them as a member for 24 years! Editors note: Dana informed us that a new website is coming soon!

## Chamber Contractor "BASH"

*Business After Scheduled Hours*

**Tuesday, January 18, 2010**

**5:00 PM—7:00 PM**

**Salatino's RiverHouse Café**

506 McKean Avenue, Charleroi

#### BASH Agenda...

- \*Networking
- \*Cash Bar
- \*Snacks
- \*Half the Take
- \*Pot of Gold Drawing
- \*Dinner Coupon and More!

**There is no registration fee, however, reservations are required.**

*See insert for details.*

TECHNOLOGY IN 1921. . . With the changing needs of the airline industry and the future, Boeing obtains orders for aircraft and abandons furniture-making.

## Chamber News

### IF IT IS TO BE...IT IS UP TO ME!!

By Jerry Zahand, Sr.

*Editors Note: Regretfully, space restraints have not allowed us to print Jerry's article in its entirety, which includes excellent examples of how to keep your resolutions. Please e-mail us at [info@mvrchamber.org](mailto:info@mvrchamber.org), and we will e-mail it to you!*

2010 has come to an end and a new year has begun. Please take a few moments and reflect on what kind of a year you've had. Have you accomplished the goals and/or resolutions you set for yourself at the beginning of the year? Did you even set any goals or make any resolutions for 2010? Have your personal, professional and financial situations improved over the past year? In general, do you feel good about the changes that have taken place in your life this past year?

Unfortunately, more than 80% of the people you meet express dissatisfaction with their job, income or life in general. If you listen to them long enough you'll hear a litany of excuses on why they aren't happy or successful. They will tell you who or what they blame for their misfortunes. Fact is, most people refuse to accept personal responsibility for their own success or happiness.

When you decide you want to be happier or more successful and commit to changing the way you think and do things, your life will begin to change for the better. Although you can't control or prevent major catastrophes or illnesses, you can control the way you handle them. It's your attitude that determines the successful outcome of most tasks or obstacles you'll face in life.

The following are 10 New Years Resolutions for 2011. The more of them you can accomplish, the happier and more successful you will become. Dale Carnegie stated, "Success and/or happiness is the continual progress toward a worthwhile goal or ideal." Just by realizing that you need and want to change you will begin to feel better about yourself. Truth is, you may never accomplish all of these resolutions, but as you continue to work on them you will begin to notice many positive changes in your life.

### 2011 RESOLUTIONS

1. I will improve my listening skills....
2. I will improve my professional skills.
3. I will improve my reading skills.
4. I will exercise regularly.
5. I will waste less time.
6. I will encourage risk taking.
7. I will put into practice a plan to continually improve my services to my most important customers.
8. I will be committed to growing and improving every facet of my life.
9. I will contribute to my community.
10. I will accept total responsibility for my happiness and success.



Jerry believes "its up to you."

...If there would be one thing you remembered from this message that could make the biggest change in your life, it would be the ability to say, "It's my fault." It's so much easier to blame other people and situations for our unhappiness and disappointments in life, that we forget we have the ability to change anything we want to change. Could you change your life by making changes in your attitude? The answer is yes! One of my favorite quotes is by Henry Ford. He stated, "If you think you can, or if you think you can't, you will always be right".

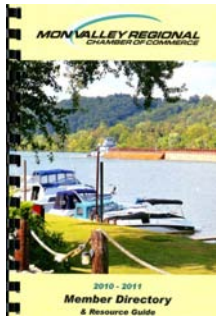
As you can see, "IF IT IS TO BE...IT IS UP TO ME", is probably the most powerful ten two-letter words in the English language. Make 2011 a year of change. Don't follow someone else's path. Blaze your own trail!!! Comments are welcome [j.zahand@comcast.net](mailto:j.zahand@comcast.net)

*Jerry Zahand, Sr. is well known and respected in the Mid Mon Valley. He serves on the Chamber's Executive Committee and Board of Directors. Jerry is also an owner of Highway Appliance Company in Dunlevy, and LOGIX Advertising & Consulting.*



# 2011 Sponsorship Advertising Opportunities

Include Chamber Advertising in your 2011 budget!



\* **Chamber Directory**

- Published in May - 1,000 distributed
- Ad ranges \$75—\$500



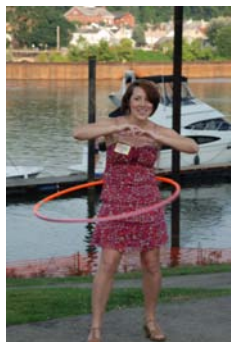
\* **Chamber Events**

- Monthly Luncheons - Attendance: 50-70
- Anniversary Luncheon—April 12
  - Annual Green Day
  - Annual Beach BASH
- Mon Valley Clipper Cruise
- Annual Awards Event
- “NEW” Chamber Business Fair
- Annual Holiday Party



\* **Regional Reporter**

- Published monthly - 15,000 (Valley Independent)
- Special Anniversary Edition in April
- Full color ads as low as \$97.50



\* **Newsletter Insert**

- 400 Membership mailing - Insert program—\$65

\* **Melvin Bassi Golf Tournament**

- Held June 2 - Average 120 golfers
- Sponsorships range from \$75—\$1000



\* **E-Mail Blasts**

- 1 Free Blast/Member/Year—Additional \$25/each



\* **Annual Awards Event**

- Held in September - Attendance: 100-150
- Sponsorships range from \$300-\$500



\* **Lunch & Learn**

- Conduct a business related learning lunch—you buy lunch!

**Yes!** I'd like to be a Sponsor for a 2011 Chamber Event.

Call today to Reserve Your Sponsorship! 724-483-3507 or e-mail [info@mvrchamber.org](mailto:info@mvrchamber.org)

I understand that I will be invoiced approximately 30 days prior to the event.

**Chamber News continued...**



**Would You Like to Host a Lunch & Learn?**

A member business can sign up to present a Lunch & Learn by contacting the Chamber office to schedule a session. The business is required to pay for a light lunch (pizza, etc.) and deliver a presentation of approximately 45-50 minutes on a business related topic. The Chamber handles marketing and providing a space. Chamber members attend at no cost. Lunch & Learns are typically held the last Thursday of each month from 11:45 am to 1:00 pm .

Openings go quickly and are on a first-come first-served basis. Sign up TODAY by calling 724-483-3507 or e-mail [info@mvrchamber.org](mailto:info@mvrchamber.org).

“Here’s to the bright New Year, and a fond farewell to the old; here’s to the things that are yet to come, and to the memories that we hold.”

~ Author Unknown



**The Mon Valley Regional Chamber and California University of PA will partner for a Business Exposition in November of 2011. Stay tuned for details!**

**ROTARY CLUBS SPONSOR OLDIES DANCE**



The Belle Vernon Area and Monessen/Rostraver Rotary Clubs are sponsoring an Oldies Dance on Saturday, January 29 at Rostraver Central Fire Hall from 8:00 pm to Midnight. DJ Jim Dudas of 95.3 FM—WJPA will be spinning the records. Cost is \$30/couple and \$15/single. Includes beverages, ice, snacks. BYOB.

Proceeds will benefit the many Rotary community projects especially PolioPlus (the worldwide eradication of polio). For information please call: Gerry at 724-562-4096 or Mitch at 724-972-2325

**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!**

**E-MAIL BLASTS**

1 Free Blast/Member/Year—Additional \$25 each

*(Limit 3/Member/Year)*



Post your news on the Chamber FACEBOOK page!

**EVENT SPONSORSHIPS**

Something for everyone’s budget! See all of the opportunities at [www.mvrchamber.org](http://www.mvrchamber.org)

**DEADLINE FOR NEXT NEWSLETTER/TABLOID**

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

Deadline for Editorial/Advertising for February Tabloid: Monday, January 31 Tabloid Publication date: Monday, February 7.

**ON LINE NETWORKING OPPORTUNITIES FOR CHAMBER MEMBERS**

Chamber members are encouraged to use Facebook and the Chamber’s e-mail blast opportunities to promote their business. The Chamber and TEAM Charleroi’s Facebook pages have a total of 800 “fans,” so businesses and individuals are encouraged to join these sites. Upcoming events, photos, and messages from our member businesses will keep you current and informed! Call the Chamber if you need assistance in accessing these sites or for more information on member e-mail blasts.

## Member to Member Discounts

### Ashcraft Records Management & Storage

724-258-5857 Ext. 10

6 months free storage to new document storage customers. Must ID yourself as MVRCC member. Expires 9/1/2010.

### Audrey's Custom Draperies

724-483-8045

\$50.00 off any custom window treatment of \$250.00 or more.

### Chaney's Natural Health & Wellness

724-328-2834

All Chamber members and their employees will receive membership rates for massages and other services. (Example: \$10 off a 60 minute massage, \$15 off a 90 minute massage.)

### Common Scents Health Research & Wellness Center

724-557-1108

Free pain assessment (\$30.00 value) and 10% discount on all services. Cannot be combined with any other offers or discounts.

### Dee's Record & Video Shop

724-489-9105

FREE car charger with purchase of a new Cricket phone or \$10 off Cricket broadband modem.

### Juskowich Notary Service

724-348-7610

\$2.00 off our vehicle registration renewal fee.

### Nix Optical Company

724-483-6527

10% off the purchase of a complete pair of glasses (frame and lenses), CAN NOT BE COMBINED WITH ANY OTHER SPECIAL OR INSURANCE PROGRAM.

### Observer-Reporter

724-206-2304

28 days FREE for new subscribers, a \$14.00 value. Offer expires 12/31/10.

### Old Time Coffee, Inc.

412-841-6329

10% discount on all brands of coffee we carry.

### Orange's Department Store

724-483-5702

10% off regular priced merchandise

### Pittsburgh Business Times

412-208-3809

Subscribe to the Pittsburgh Business Times today and start receiving the breaking business news, information and strategies you need to grow your business. As a member of the Mon Valley Regional Chamber of Commerce, you are eligible for a special introductory offer of \$20 off our regular subscription rates. Contact Tim Sullivan at 412-208-3809, [tsullivan@bizjournals.com](mailto:tsullivan@bizjournals.com) or <https://secure.bizjournals.com/promotion/tim> for more information.

### Prima Diva Boutique

724-565-5586

Take \$10.00 off a purchase of \$50.00 or more! Offer excludes linen rentals.

### Snapshot 47 Photos

724-929-3566

10% discount on orders. Maximum discount \$100.00.

### Solomon Chrysler Dodge Jeep Ford

724-785-8000 or 724-966-2600—Chrysler/Jeep/Dodge  
724-785-5500—Ford

Free tire rotation & visual brake inspection with the purchase of a lube, oil and filter change. Valid at all 3 locations!

### Tregembo Motors

724-239-2200

FREE 24 point safety inspection.  
10% discount on tires!

### Tri-County Chem-Dry

724-344-2817

\$25.00 off services over \$149.95.

### Valley Health Administrators Insurance Agency

724-229-0700

Free COBRA services to COBRA eligible employees that are group health clients.

*Updated 10/28/10*

Interested in offering a discount—Call the Chamber office today!  
724-483-3507 or [info@mvrchamber.org](mailto:info@mvrchamber.org)

## Member News

### ON DEMAND ENERGY POPULAR BENEFIT

Several local businesses have signed up to save on electricity through a Mon Valley Regional Chamber of Commerce energy program administered by Chamber Choice. Among them was **Randy McMahon** who operates a **Handyman Matters** franchise with his wife Sandie in Monongahela. "The whole process was easy," said McMahon, "and it was amazing that an actual representative picked up the phone on the first ring." "I look forward to saving money in the coming year."

"I have been talking to other Chamber managers in the state, and it seems that any business that uses electricity should be in this program," said Deb Keefer, chamber Executive Director.

Administered through **ChamberChoice and brokered through OnDemand Energy Solutions**, the program will have an impact on energy savings for businesses in the Mon Valley when the caps on electricity came off at the end of 2010.

More than 90 chambers of commerce throughout the state are participating in the ChamberChoice energy program. The savings range should be between 2 and 14 percent. The ChamberChoice program has been well received in other areas of the state where the rate caps have been lifted.

More than 300 members of the Greater Scranton Chamber of Commerce have enrolled in the program. "Our businesses have seen a significant savings. We had one small pizza shop save \$2,400 a year through the program," said Mari R. Potis, membership director. "This has really helped us in securing new and retaining members. At the end of the day we are saving them a lot of money. We have gained more than 100 new members as a result of the program."

"We are hoping that this new and meaningful benefit will be well received by our membership," Keefer said. "A MVRCC member can easily make up their annual dues in savings on their electric bill!"

Questions about OnDemand Energy Solutions or membership in the Mon Valley Regional Chamber of Commerce can call the Chamber at 724-483-3507. A link is also provided at [www.mvrchamber.org](http://www.mvrchamber.org).



### QUALITY CARE AT ADULT ASSISTED LIVING

Your loved ones who require personal care would be happy and safe at **Adult Assisted Living** on Route 88, Dunlevy. Co-owners **Wanda Russell and Dessie Conaway** and their staff deliver a kind and caring environment in their conveniently located, modern facility. They invite you to consider Adult Assisting Living if you are faced with the difficult decision of moving a family member to a personal care environment. They presently have one female semi-private bed available and would welcome the chance to serve you. **Call 724-326-5611 for more information.**

### HELPING OUR NEIGHBORS PROJECT A SUCCESS

The First "**Helping Our Neighbors Project**" was a huge success serving 14 families and a total of 29 children this past holiday season. The program was a joint effort of **Rostraver and Monongahela Women's Clubs, the Monongahela, Rostraver and Mon Valley Regional Chambers of Commerce, Belle Vernon Area Federal Credit Union and Chaney's Natural Health**. A collection was made that provided food, household items and small gifts for the children in the household. **Tanya Chaney** wishes to express on behalf of all the organizations involved, a special thank you to everyone who donated. Tanya is looking forward to an even better collection for next year's drive.

### PENNSYLVANIA FREE ENTERPRISE WEEK

We are blessed here in Pennsylvania to have an award-winning program called **Pennsylvania Free Enterprise Week**. Completely taught, funded and staffed by men and women from our private sector, this non-profit teaches our future leaders to both celebrate what the private enterprise system means to this country, and to understand from practitioners what the issues are that face all our state's business owners. This summer **PFEW** will host 1,600 high school juniors and seniors in four, seven-day residential programs where the students will learn about the world of business by actually running imaginary "companies" and hearing from Pennsylvania business leaders about virtually every topic that is germane to companies operating in our ever-changing global economy. They will learn about finance & banking, business ethics, labor issues, the relationship of business and government, the stock and commodities markets, and much, much more. Every participant graduates from the program with a vastly improved understanding of how our free enterprise system is so inexorably entwined with the freedoms we all enjoy. The program is supported by scholarships that are sponsored by companies, civic organization and foundations. The Mon Valley Regional Chamber of Commerce along with many other Chambers of Commerce in the Commonwealth, heartily endorses this meaningful program for those interested in investing in our future business leaders. More info is at [www.pfew.org](http://www.pfew.org). Note: PFEW is a member of the Mon Valley Regional Chamber of Commerce.

### MON VALLEY HOME SHOW APRIL 1, 2 & 3

The 8<sup>th</sup> Annual Mon Valley Home Show will take place on April 1, 2, and 3<sup>rd</sup> at the Rostraver Ice Gardens. The event is sponsored by The Valley Independent and is increasing its variety of products and vendors for the upcoming show, to include home décor items, antiques, picture framing, specialty foods and furniture in addition to all of the traditional vendors.

For more information on becoming a Home Show vendor, call Leo Rach at 724-483-7000 or John Mollenauer at 724-454-3741. Those interested may also attend the Mon Valley Regional Chamber's networking event on January 18 at Salatino's River House in Charleroi (details in the newsletter and at the Chamber office).



"Serving the Business Community Since 1921"

**REGIONAL REPORTER**

One Chamber Plaza  
Charleroi, PA 15022  
724-483-3507  
info@mvrchamber.org

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No. 17



## Upcoming Events!

**Tuesday, January 18**—Chamber Contractor BASH, Salatino's RiverHouse Café, 5:00 PM-7:00 PM.  
*See insert for details.*

**Wednesday, January 19**—Chamber Board Meeting, SPS Board Room, 8:00 AM

**Tuesday, February 15**—Chamber Luncheon, Charleroi Elks Club, 11:45 AM-1:00 PM.  
*See insert for details*

**Wednesday, February 16**—Chamber Board Meeting, Conference Room B, 8:00 AM

**Wednesday, March 16**—Chamber Board Meeting, Conference Room B, 8:00 AM

*Watch your mail, e-mail, fax machine and the Chamber website  
for more information on all of these upcoming events!*

[www.mvrchamber.org](http://www.mvrchamber.org)