

Vocal Point

A MESSAGE FROM THE PRESIDENT



Chris and I have focused all of our efforts on helping you grow your business. We have offered more monthly Membership luncheons, business-after-hours mixers and programs for networking. We added more educational programs and even more advertising opportunities. We have added wellness programs to help you become healthier in hopes of making your business stronger too!

This month we are asking you to take care of even more personal issues. Many of you know that Chris and I both lost loved ones in the past year. We are speaking from our hearts and very personal knowledge about this subject. You can make a very difficult time easier on your loved ones. PLEASE, for the sake of your family, friends and loved ones, have your Will completed or updated. Please have a Power of Attorney and Living Will established also. Some professionals say this is even more important than a Will. Please let someone know where these vital papers are kept. Do not assume someone will know where they are if needed. And also important, if you are the owner or partner of a business, please have a succession plan in place with all related documentation.

Anything can happen to anyone at any time. And none of us like to think about these things. When the trauma of losing someone happens, we need to lessen the pain any way we can. We need to take care of our loved ones. Having the above items in order is a comfort in such trying times. Unfortunately, we know this to be true the hard way.

We hope that you will take the necessary time and monetary commitment to complete this priceless paperwork.

Rosanne Barry Novotnak

New Event!

Women In Business Initiative: Educating, Inspiring And Empowering Women In Business

Did You Know.....

- 86% of all personal wealth is controlled by women...
- Women account for 50% of all business travel...
- Women purchase or influence the purchase of 81% of all products and services...
- 62% of all shareholders are women...
- Women are opening businesses at twice the rate of men...
- Minority-owned businesses are growing at four times that rate...
- Women account for 47% of the workforce...

(Continued on Pg. 2)

February Calendar of Events

<i>Date:</i>	<i>Meeting:</i>	<i>Time:</i>	<i>Location:</i>
11	North Irwin Borough Council Meeting	7:00 p.m.	Council Chambers
12	Executive Board Meeting	8:00 a.m.	Norwin Chamber
13	Membership Luncheon	11:30 a.m.	Norwin Chamber
13	Irwin Borough Council Meeting	6:00 p.m.	Council Chambers
13	Business Mixer #1	5:00 – 7:00 p.m.	Norwin Teachers Federal Credit Union
19	Board of Directors Meeting	7:30 a.m.	Norwin Chamber
19	Penn Trafford Membership Luncheon	11:30 a.m.	The Great Escape Clubhouse, Jeannette PA
20	North Huntingdon Township Commissioners	7:00 p.m.	North Huntingdon Townhouse
26	Business Mixer #2	5:00 – 7:00 p.m.	Norwin Public Library

(Continued from Pg. 1) The Norwin Chamber of Commerce "Women In Business Initiative" was created to give female chamber members and female employees of Chamber member companies an opportunity to network and receive valuable information on topics that relate to women.

The "Women In Business Initiative" meets the first Tuesday of each month starting in March. Each monthly forum will run from 8:00 a.m. to 9:30 a.m.

Each month's agenda includes:

- Introductions/30-second commercials
- Business Growth Series (Presenter Each Month/Monthly Topics)
- Business Forum (Networking)

Join us for our first Women In Business Initiative!

When: Tuesday, March 4, 2008

Time: 8:00 a.m.

Cost: \$15.00 Per Member and \$20.00 Per Non-Member

Location: Norwin Chamber of Commerce

Speaker: Patty Kreamer of Kreamer Connect, Inc.

Topic: "We Have To Stop Meeting Like This".

How To Run Effective Meetings. Manage late-comers, dealing with no-shows, starting and ending on time, agendas, interruptions, staying on topic, boring meetings, effective topics and more!

March Sponsor: Business Partner of Irwin

324 Main Street, Irwin PA 15642 • Phone: 724-863-7888

www.businesspartner.com

Thank You Rita Violette!

Only 50 Seats Available So.....Reserve Your Seat Today at 724-863-0888 or cmiller@norwinchamber.com

Chamber Happenings

Quick Fit 20-Minute Workout Center



John Carleo is back from retirement and on his way to helping his clients become fit and trim in 2008! The Norwin Chamber welcomed John as a returning member at his ribbon cutting ceremony on January 7th. If you are interested in quick, easy, effective and painless one-on-one fitness training, contact John today to get started on your individualized program. Quick Fit is located at 409 Main Street in downtown Irwin. Contact John at 724-864-6031, jcarleoquickfit@comcast.net or www.johncarleo.com.



Pictured from Left to Right:
Rosanne Novotnak,
Norwin Chamber President
Russ McCullough, Shidle Lodge
Chris Miller, Norwin Chamber VP
John Carleo, Owner
Jon Emrock, Edward Jones
Bill Peters, Business Partner

Norwin Monthly Membership Luncheon



In keeping with the theme of "New Year's Resolutions", January's speaker, Ken Sevick of ACTION Coach Business Coach focused on "Energy,

Vision & Focus For The Next 90 Days". Ken, a dynamic speaker and business coach, showed participants how to jump start their businesses for the first part of the New Year. A delicious lunch was catered by Norwin Chamber member Giant Eagle. Participants also shared a tremendous amount of member-to-member referrals.

Norwin Chamber of Commerce 2008 Board of Directors

James M. Duffy
Chairman of the Board
Attorney at Law

James P. Gallagher
Immediate Past Chairman
Remax Realty Access

Gus Slack
Treasurer
Accounting Techs

Frank Bonincontro
Vice Chair of Governance & Finance
Irwin Bank

Diana Falk
Vice Chair of Membership & Marketing
Norwin Public Library

Sharon Bone
Mary Kay Cosmetics

Karen Botti
Commercial Bank & Trust Company

John Duncan
Duncan Financial Group

Stephen Eichelberger
Eichelberger And Sons Heating & Air
Conditioning

Jon Emrock
Edward Jones

Brenda Kacvinsky
Minuteman Press – North Versailles

Ed Michalek
Giant Eagle

Pamala Mielnicki
Your Blessed Events

John Ott
Joseph F. Ott Funeral Home, Inc.

Dr. William Roscoe
All-Kare Chiropractic Clinic

Nancy A. Smith
Irwin Bank

Jill Taylor
First National Bank of Pennsylvania

Patricia Altman
Borough of Irwin

Dr. John Boylan
Superintendent, Norwin School District

Staff Members

Rosanne Barry Novotnak, President
RNovotnak@NorwinChamber.com

Chris Miller, Vice President
CMiller@NorwinChamber.com

Janet Hyde, Secretary

Gayleen Fisher, Volunteer

Cathy Schehr, Volunteer

Barbara Gulich, Volunteer

Maryann Chismar, Volunteer

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Westmoreland Pools & Spas Mixer

Over 30 people attended the after hours business mixer hosted by Westmoreland Pools & Spas. Members enjoyed quality networking as they toured the store and sampled saunas and hot tubs. Congratulations to the following prize drawing winners:

- Stacey Bonaroti, East Suburban Sports Medicine, won an All-Season Body Board for fun in the snow, at the beach or in the pool.
- Dian Colletti, Coldwell Banker, won an NFL Steelers Stepping Stone for her garden or walkway.
- Krista Krueel, Enterprise Rent-A-Car, won a gift certificate from Westmoreland Pools & Spas for \$500.00 off an Arctic Spa.

Congratulations winners and thank you to all that participated in this networking event. If you would like to find out more about the quality pools, spas and saunas that Westmoreland Pools & Spas offers, please contact Joyce at 724-864-7300, westmoreland@cs.com or www.westmorelandpoolandspa.com.



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Member Spotlight



The Lock Up

The Lock Up owner, Paul Bridges,

has been in the construction business for over 20 years. In January of 1999 he started his storage career with a location in Warrendale. After the Warrendale storage location did so well, Paul decided to build his North Huntingdon location in August of 2006. The Lock Up offers a Free move-in service with truck and driver. They have a state-of-the-art security system, 24 hour access, carts and dollies on site. They can also offer monthly auto storage rates, records storage and business/

pharmaceutical storage. The Lock Up prides themselves on customer service. They "are not specially trained, they're just special"! The Lock Up is a Norwin Chamber member "because the Chamber works well with all of the area businesses and helps the community with their business needs". If you are in need of making some room in your home or business via a storage facility, contact The Lock Up at 412-829-6000 or www.thelockuppa.com.

Pro Adjuster Chiropractic Clinic



After graduating from Logan College of Chiropractic, Dr. Todd Cinti purchased an existing Chiropractic practice in Penn Township. He started as a solo practice in 1996 and worked for three years before his brother Jason joined the practice and Cinti Chiropractic Clinic became incorporated. Two years later, Dr. Todd changed the name of the practice to ProAdjuster Chiropractic Clinic and began using a computerized analysis and adjusting system. ProAdjuster Chiropractic Clinic offers advanced chiropractic technology. They use traditional hands on techniques, provide several therapeutic options, exercise programs, on-site x-ray facilities, nutritional support, custom orthotics and wellness programs. To set them apart from other clinics, they use the ProAdjuster equipment which uses a sensor that when placed on the vertebrae, a sound wave analyzes the motion of the vertebrae and allows the doctor to see which vertebrae need to be adjusted. The instrument then impulses into the vertebrae at a fast speed and low force to adjust the spine. With this equipment, there is no pushing or twisting. ProAdjuster Chiropractic Clinic became a Norwin Chamber member to have an avenue to educate others of the importance of maintaining proper spinal function along with diet, exercise, sleep and water intake. With the technology of the ProAdjuster, people of all ages can enjoy the benefits of chiropractic care. Make your next

chiropractic appointment by contacting Pro Adjuster Chiropractic Clinic at 724-744-2211. The office is located at 1075 Harrison City-Export Road, Suite 4, Jeannette PA 15644.

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Chamber Happenings Continued.....

Liberty Tax Service Open House and Ribbon Cutting



The Norwin Chamber welcomed Margaree Pertle back into our community at her recent grand opening and ribbon cutting ceremony. Margaree is

the owner of Liberty Tax Service located on Route 30 in North Huntingdon in the newly built plaza at the former Norwin Diner location. Margaree welcomed Chamber members, customers and guests with a delicious spread catered by Norwin Chamber member Giant Eagle and volunteers dressed up like the Statue of Liberty and Uncle Sam. It was a tremendously entertaining day! If you are seeking a company to prepare your tax return or provide bookkeeping services, contact Liberty Tax Service at 724-863-4447 or www.libertytax.com.

Penn Trafford Monthly Membership Luncheon

Matchmaker networking was the theme again for January's Penn Trafford membership Luncheon. It was great to see new members, seasoned members and future members. Participants exchanged a great deal of business ideas. During matchmaker networking, individuals were paired with a person from a totally different business category. They networked with their "partner" and learned about each other's businesses and what makes a good referral for them. At the end of the session, participants gave their "partner's" 30-Second Commercial for them. Everyone loved this event because it ends up being so much fun. We hope to see you at the next luncheon so that we can watch your business grow!

Jackson Hewitt Mixer

At the start of tax season, what better place to have a mixer but Jackson Hewitt! Proprietors Jim Stuckman and Sue Mawhinney welcomed Chamber members with an outstanding networking opportunity and a chance to showcase what they do. If you or your company are looking for experienced people to complete your 2007 tax return, call Jim or Sue to set up an appointment. Don't delay....April 15th is just around the corner! Contact Jackson Hewitt at 724-863-0110.

All-Kare Chiropractic Clinic Mixer



Dr. William H. Roscoe

The rough weather didn't keep Chamber Members from participating in this event. Dr. Roscoe surprised members with a wonderful spread of Australian wine and gourmet cheese. We didn't know that Dr. Roscoe was such a wine connoisseur! Members were relaxed by a soothing aquatic DVD playing in the lobby and took a tour of the facility. Dr. Roscoe also gave away lots of door prizes. Members took advantage of this networking opportunity and even longer to build business and personal relationships. If you are looking for a care facility to assist you with your chiropractic needs, contact All-Kare Chiropractic Clinic at 724-864-3310 or www.allkare.com.

Save The Date!

The Norwin Chamber Annual Dinner, "Chamberibbean" has been scheduled for Thursday, April 10, 2008 at Stratigos Banquet Centre from 5:00 p.m. – 10:00 p.m. This year's dinner will have a festive Caribbean theme and will feature the very popular Business Expo. New to the dinner this year will be the Norwin Chamber Cash Challenge. Individuals will have an opportunity to purchase a number (only 200 tickets will be available) for \$50.00. The night of the dinner, all 200 numbers will be drawn. Of those 200 numbers, there will be eight \$100.00 winners and one lucky winner could win \$2,000.00! See our enclosed flier for more details and look in the mail for your Annual Dinner invitation in the near future!

Member Achievements

Member: Mary Ann Petrillo, Attorney At Law

Achievement: Mary Ann has been appointed to the Board of Directors of CASA (Court Appointed Special Advocates). This agency supports the program that trains community volunteers to assist neglected and abused children in the child welfare system during their time in foster care. Since CASA is new to Westmoreland County, donations and funding sources are sought to support this vital program. More information is available at www.co.westmoreland.pa.us/CASA.

Member: Diana Falk, Norwin Public Library

Achievement: The Norwin Public Library received the Pennsylvania's Citizen's For Better Libraries (PCBL) Library Public Relations Award for the year 2007. Diana and Children's Librarian, Barb Flynn, accepted this award at their state conference in Penn State.

Member: Kathy Artman, Clipper Magazine

Achievement: Ms. Artman was awarded Clipper Magazine Sales Rep of the year in Pittsburgh for 2007. She won a vacation for two at an all inclusive resort in Punta Cana. She also won 11 trophies to add to her collection of Clipper Magazine awards. Congratulations Kathy!

Upcoming Events

Don't forget to mark your calendars and attend these upcoming events:

February 13, 2008 11:30 a.m. – 1:00 p.m.

Monthly Norwin Membership Luncheon at the Norwin Chamber Office. Our speaker will be Fran Fisher from Fisher Services. Mr. Fisher's topic is "Financing of Foreclosed Real Estate – How To Buy With No Money Down". Lunch will be catered by Eat N' Park.

February 13, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by and held at Norwin Teacher's Federal Credit Union.

February 19, 2008 4:00 11:00 a.m. – 3:00 p.m.

Monthly Penn Trafford Membership Luncheon at The Great Escape Clubhouse. Our speaker will be Jeffrey Tobe. Mr. Tobe's topic is "Coloring Outside The Lines – Creative Thinking For The Business Professional".

February 26, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by and held at The Norwin Public Library.