

Vocal Point



A MESSAGE FROM THE PRESIDENT

"I can't get out of bed that early."

"Afternoons are just too busy or too hard to leave the office."

"I'm new and won't know anyone."

"I'm too nervous to stand up and introduce myself."

"Evenings are way too busy."

"I don't get anything out of the Chamber and I don't attend networking events."

"If I'm at an event, I'm not getting any work done."

"Everything costs money."

These are just a few of the reasons people usually give us for not attending events offered through the Norwin Chamber of Commerce. What is our response to these reasons?

"I can't get out of bed that early"....C.A.R.E. (Chamber Associates Referral Exchange) is early only ONE morning out of the week. What better way to jumpstart your week than with a wealth of knowledge and referrals. And it's FREE!

"Evenings are way too busy"....We offer two membership luncheons every month. You have to eat anyway so why not do some business over lunch. You can make a new business contact, learn something new or introduce yourself to someone new.

"If I'm at an event, I'm not getting any work done"....Are you really too busy for more business? You never know where your next big lead will come from. Remember, out of sight is out of mind. If people do not continually see you, they will eventually forget about you and your business. Even if someone is currently your customer, but they hardly ever see you, your competitor that does attend could take their business right away from you.

"I'm new and won't know anyone"....Often people do not want to attend events for the first time on their own, or they are just too nervous about speaking. Bring a friend or guest! One of our mottos is the more the merrier! And you will even receive Chamber Dollars for every guest you bring! Our staff and members really try to make our current, new and prospective members feel very welcome.

"Everything costs money"....We have a variety of FREE ways for you to network and advertise your business like the C.A.R.E. Network Group, Warm Welcome Boxes, Evening Business-To-Business Mixers and more! Even our prices for other events and advertising avenues are very cost-effective.

Morning, noon or early evening, we try to offer something for everyone. We have tried our best to have as many opportunities as possible for people to network, market and advertise their businesses AND to try to eliminate the reasons NOT to attend. And we're not done yet! Look for more new and exciting programs in the future!

Rosanne Barry Novotnak

April Calendar of Events

Date: Meeting:

1	Women In Business Initiative
2	Membership Luncheon
3	Ribbon Cutting Ceremony
4	Ribbon Cutting Ceremony
8	Executive Board Meeting
9	Business Mixer #1
9	Irwin Borough Council Meeting
15	Board of Directors Meeting
15	Penn Trafford Membership Luncheon
16	North Huntingdon Township Commissioners
17	Ribbon Cutting Ceremony
22	Business Mixer #2

Time:

8:00 a.m.
11:30 a.m.
11:00 a.m.
4:00 p.m.
8:00 a.m.
5:00 – 7:00 p.m.
6:00 p.m.
7:30 a.m.
11:30 a.m.
7:00 p.m.
5:00 p.m.
5:00 – 7:00 p.m.

Location:

Norwin Chamber Office
Norwin Chamber Office
Edward Jones, Harrison City
Davis-Terzich Financial Group, North Huntingdon
Norwin Chamber
RE/MAX Realty Access, North Huntingdon
Council Chambers
Norwin Chamber
The Great Escape Clubhouse, Jeannette
North Huntingdon Townhouse
Ohl Insurance, North Huntingdon
Dollar Bank Loan Center



New Event!

Our first monthly Women In Business Initiative was a HUGE success! Thirty women attended our March event and our speaker, Patty Kreamer, was both informative and entertaining!

We would like to thank Patty for speaking to our group. We also extend our gratitude to Rita Violette and Business Partner of Irwin for sponsoring the March event. Because of Rita, we were able to provide a continental breakfast using fellow Chamber member, Panera Bread. Additional breakfast items were also donated by Colonial Grille.

Each participant also received a resource packet filled with valuable information. We extend even more "thanks" to Irwin Bank who provided the carry bags, PINK Magazine for donating 30 recent issues and the Pittsburgh Women's Yellow Pages for also donating recent issues.

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. 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 next Women In Business Initiative!

The Norwin Chamber offers solutions to help businesses meet new challenges as economic demands change. Solutions like ChamberChoice, that provide quality employee benefits and services to chamber members



For more information, contact us today!

ChamberChoice

chamberchoice@jrgadvisors.net
1-800-377-3539 www.chamberchoice.com

When: Tuesday, April 1, 2008
Time: 8:00 a.m.

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

Location: Norwin Chamber of Commerce

Speaker: Krista & Kristina Rugh
of Householder Lifestyle Consulting

Topic: "Public Speaking For The Publicly Inept".
Learn how to conquer your public speaking anxieties. Feel more confident when you are standing in front of a group. Receive tips on how to prepare yourself, your speech and find your speaking comfort levels.

April Sponsor: Liberty Tax Service
10670 Route 30, North Huntingdon PA
Phone: 724-863-4447
www.libertytax.com
Thank You Margaree Pertle!

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

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Staff Members

Rosanne Barry Novotnak, President
RNovotnak@NorwinChamber.com

Chris Miller, Vice President
CMiller@NorwinChamber.com

Janet Hyde, Secretary

Gayleen Fisher, Volunteer

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Barbara Gulich, Volunteer

Mary Ann Chismar, Volunteer

Member Spotlight

D. Michael Salon, Paula Michael, Owner

Paula started her cosmetology education in high school by attending vo-tech. She worked for Marti & Me, a North Huntingdon salon, as the owner's assistant for three years. "Marti was a huge mentor for me. I was honored that she sold me her business and I'm thrilled that she approves of how I operate the salon." Paula has been a stylist for a total of 25 years and has owned D. Michael Salon for 11 years. She has 15 staff members and Paula feels that she is blessed with the absolute best team. What makes Paula and her team so special? They are very education oriented.



Paula has four National Educators for Paul Mitchell on staff. As they learn what's new, they pass that education on to the rest of the staff. Paula states that it gives them all energy and excitement to give their clients a great look. D. Michael Salon is a full service Paul Mitchell Salon. They do hair, nails, color and pedicures. As if Paula's not busy enough, she is currently in the process of opening a second location in Mount Pleasant. Male or female, if you want to look great, contact D. Michael Salon to schedule your next hair appointment at 724-864-4922 or visit their website at www.dmichaelsalon.com.

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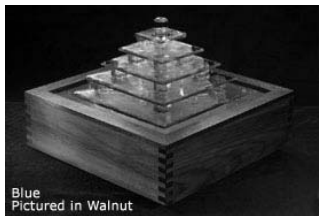
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Creations of a Craftsman, Scott Beresford, Owner



Scott knew from a very young age that he would someday own and manage his own business and his passion for designing and creating unique and interesting product and gifts started when he was in high school. When so many products today are mass produced and imported, Scott commits his business to quality and craftsmanship and feels that many people still appreciate a quality hand-crafted item. Creations of a Craftsman started in 1991 as Superior Wood Products. In 2006 he decided to focus on his business full time and gave it a new name. Scott creates an extensive selection of handcrafted table top water fountains for the home or office. In addition to his retail sales, he also rents water fountain centerpieces for banquets, weddings and other events. What sets Scott apart from other fountain producers? He specializes in the movement of water without cords. He manufactures the most durable battery operated submersible water pump. He is also one of only a handful of companies that offers a cordless water fountain. In the near future, Scott will be introducing an entire new line of cordless fountain centerpieces that are designed to compliment any fresh floral table arrangements. If you would like to see just how beautiful these products are, visit Scott's website at www.CreationsOfACraftsman.com.

Chamber Happenings

Save The Date!

Time is running out to RSVP and get an Expo table at The Norwin Chamber Annual Dinner, "Chamberibbean" which is 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! Don't forget to send in your RSVP that you received in the mail!

The Excellence In Education Luncheon will be held on Wednesday, May 28, 2008 at Stratigos Banquet Centre. The top 20 students (or top 5%) from Norwin High School will be honored that day. If you would like to sponsor a young student and their family members at this luncheon, please contact the Norwin Chamber at 724-863-0888 or RNovotnak@norwinchamber.com. Sponsorships are \$60.00. Please note the date change from last year.

The Norwin Chamber of Commerce Annual Golf Outing is scheduled for Friday, June 13, 2008 at the Madison Club in Madison, PA. There will be a 10:30 a.m. shotgun start. A continental breakfast, boxed lunch and steak dinner will be included. Watch for upcoming fliers and email newsletter with additional information.

Chamber Happenings Continued.....

Norwin Monthly Membership Luncheon



Chamber members had a great lunch and learned all about the Laurel Highlands Visitors Bureau. Julie Donovan, Public Relations Manager, provided the group with a little history of how the Laurel Highlands

Visitors Bureau got its start and how companies can utilize their programs to advertise their businesses. Julie also shared information on their upcoming events. Participants enjoyed a tasty lunch at Ferrante's Lakeview Restaurant (Norwin Chamber member) and had an opportunity to network and share referrals.

It's All About Me Permanent Cosmetics Mixer

New members, guests and seasoned members well attended Kathy Sikora's It All About Me Permanent Cosmetics mixer. All were excited to learn about the services that she provides for both medical and non-medical consumers. Members really took advantage of the networking opportunities and tasty food (Kathy is also a caterer!). Ms. Sikora also gave away three prizes and the winners were Jill Taylor from First National Bank, Deb Viecelli-Carver from Herbalife and Debra Higgins from RE/MAX Realty Centre. Congratulations prize winners and thanks to our participants and hostess!

Penn Trafford Monthly Membership Luncheon

The Norwin and Penn Trafford business communities networked together as usual at our monthly membership luncheon. The ever popular Matchmaker Networking was this month's theme. Many new members and guests attended which makes our luncheons a great way to make new contacts!

Member Achievements

Staff: Rosanne Novotnak, Norwin Chamber of Commerce President

Achievement: Rosanne was honored by fellow Norwin Rotarians during the month of March. Rosanne received the Rotary's Service Above Self Award in recognition of her generous service given with respect, humility and optimism to the Norwin Community. This is an honor well given to a tremendous woman who truly cares about our community and its residents and businesses.

Member: Debra Higgins, RE/MAX Realty Centre

Achievement: Debra received the Horizon Award in recognition of her exemplary "Above the Crowd" spirit, astute professionalism and commitment to the community while building upon her new relationship with RE/MAX. Congratulations Debra!



Member: Pati Livengood, Photography by Pati

Achievement: Pati recently received the First Place Gold Medal for photography from the Tribune Review's Reader's Choice awards. Pati is honored and excited that people took the time to write in and send her name in for the award. Congrats Pati!



Member: Lois Woleslagle, Interiors By Woleslagle

Achievement: Interiors By Woleslagle won two Gold, one Silver and one Bronze Tribune Review Readers Choice awards for best Interior Design, best Painting Contractor, best Framing and best Home Remodeling. Lois was also honored at the Irwin Business & Professional Association's Annual Dinner for her lifetime of community service to Irwin. Congratulations Lois for such wonderful recognition!

Member: Christy Kemerer, Cheesecake Caffe

Achievement: Christy and her business the Cheesecake Caffe were featured in an article in Table Magazine. To be featured in this magazine is quite an accomplishment and compliment. Congratulations Christy!

Member: Cindy Kohler, Killybegs, LLC



Achievement: Cindy and her store won "Specialty Shop of the Year" by the Tribune Review's Reader's Choice awards. This is also Killybeg's fourth year anniversary. Great job Cindy and another great store being spotlighted in downtown Irwin!

Member: Carl Stewart, Romano's Pizza & Café

Achievement: Romano's won 4 awards this year through the Tribune Review's Reader's Choice awards. Romano's was awarded the Gold level for Pizza and Pizza Shop. They also received Bronze awards for Best New Business and Hoagies/Subs. Congratulations Carl. Your food rocks!

Upcoming Events

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

April 1, 2008 8:00 a.m. – 9:30 a.m.

Women In Business Initiative at the Norwin Chamber Office.

April 2, 2008 11:30 a.m. – 1:00 p.m.

Norwin Monthly Membership Luncheon at the Norwin Chamber Office. Networking is this month's theme. Catered by Panera Bread.

April 3, 2008 11:00 a.m. – 11:30 a.m.

Ribbon Cutting Ceremony for Jon Emrock of Edwards Jones in Harrison City (Penn Crossing Plaza)

April 4, 2008 4:00 p.m. – 5:00 p.m.

Ribbon Cutting Ceremony for Keith Davis of Davis-Terzich Financial Group in North Huntingdon (beside Shirley Funeral Home)

April 7, 14, 21 and 28, 2008 7:30 a.m. – 8:30 a.m.

C.A.R.E. (Chamber Associates Referral Exchange) at the Norwin Chamber Office. Join fellow Norwin Chamber members as we network, gain new business, discuss valuable business topics and gain priceless knowledge.

April 9, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by Jim and Eva Gallagher and held at RE/MAX Realty Access, Irwin

April 10, 2008 5:00 p.m. – 10:00 p.m.

Norwin Chamber of Commerce Annual Dinner and Business Expo ("Chamberibbean") at Stratigos Banquet Centre, North Huntingdon.

April 15, 2008 11:30 a.m. – 1:00 p.m.

Penn Trafford Monthly Membership Luncheon at the Great Escape Clubhouse in Harrison City.

April 17, 2008 5:00 p.m. – 6:00 p.m.

Ribbon Cutting Ceremony for Lucas Ohl of Ohl Insurance located in the Landmark Pavilion across from Circleville Firehall.

April 22, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by Ronda Doench and held at Dollar Bank Loan Center, North Huntingdon