

Vocal Point



A MESSAGE FROM THE PRESIDENT

The 2008 Norwin Chamber Annual Dinner, Chamberibbean, took place on Thursday, April 10th at Stratigos Banquet Centre. This year drew even more interest with 32 Business Expo Tables and over 130 in attendance!

Participants were entertained with a Caribbean theme as they networked, shopped the Business Expo tables and dined on hors d'oeuvres, dinner buffet, dessert bar and chocolate fountain donated by chamber member Dottie Miller of Business Clickers.

James M. Duffy, Attorney At Law, was this year's recipient of the Chamber Person of the Year award. As



a member of the Norwin Chamber, Mr. Duffy has demonstrated a remarkable commitment to the Chamber, its staff and members and to the Norwin community at large. Not only is he generous with his financial contributions, but you have probably seen Jim on various committees, selling tickets at the Community Picnic and Thunderbucket Classic, and helping out at all Chamber activities and community events.

This year the Annual Dinner Committee added a Community Service award which was presented to Warren Gardner for all of his hard work and dedication to the Norwin Beautification Project and the butterfly garden at the Norwin Pubic Library.

Also honored were long-term Chamber members whose dedication over the years has helped to support the chamber, members and Norwin Community. This year's honorees include:

35-year Member: Gongaware & Parry Florist & Greenhouse
25-year Members: Eichelberger & Sons Heating & Air Conditioning, Irwin Family Chiropractic Clinic, World of Values and Your Family Eye Doctors, Inc.

We sincerely thank all of our event sponsors and Norwin Chamber Community Superstars for helping to make this year's Annual Dinner possible. Sponsors include:

2008 Community Superstars:

Commercial Bank & Trust of PA
Duncan Financial Group
Irwin Bank
James M. Duffy, Attorney at Law
PDS Industries, Inc.

Annual Dinner Beach Sponsors:

Hynes Insurance Agency, John Hynes
Dollar Bank Loan Center, Ronda Doench
Eichelberger & Sons Heating & Air Conditioning,
Steve Eichelberger
Edward Jones Investments, Jon Emrock
Norwin Public Library, Diana Falk

Annual Dinner Coconut Sponsors:

Charleroi Federal Savings Bank, Andrea Lawson
Coldwell Banker Real Estate, Dian Colletti
D. Michael Salon, Paula Michael
Giant Eagle, Ed Michalek
Michelle's Bella Boutique & Day Spa, Michelle DiClaudio
PA State Senator Bob Regola, Jeannie Rings

Annual Dinner Program Sponsor:

Minuteman Press of North Versailles, Kim Rancatore

NORWIN CHAMBER OF COMMERCE

May Calendar of Events

Date: Meeting:

6 Women In Business Initiative
7 Membership Luncheon
13 Executive Board Meeting
14 Business Mixer #1
14 Irwin Borough Council Meeting
20 Board of Directors Meeting
20 Penn Trafford Membership Luncheon
20 Business Mixer #2
21 North Huntingdon Township Commissioners
28 Excellence In Education Luncheon

Time:

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

Location:

Norwin Chamber Office
K-Vay's Restaurant
Norwin Chamber Office
Redstone Highlands (Jimmy Buffet Theme)
Council Chambers
Norwin Chamber Office
The Great Escape Clubhouse, (Penn Trafford)
Edward Jones, Jon Emrock (Penn Trafford)
North Huntingdon Townhouse
Stratigos Banquet Centre



This year's Business Expo vendors were: All-Kare Chiropractic (Dr. Roscoe), American Cancer Society (Dawn Keefer), Boy Scouts of Westmoreland/Fayette (Kyle Bryan), Business Clickers (Dottie Miller), Business Partner of Irwin (Rita Violette), Carlow College of Greensburg (Wendy Phillips), Charleroi Federal Savings Bank (Andrea Lawson), Coldwell Banker Real Estate (Dian Colletti), Creations of a Craftsman (Scott Beresford), D. Michael Salon (Paula Michael), Dollar Bank Loan Center (Ronda Doench), Duncan Financial (John Duncan), Edward Jones (Jon Emrock), Eichelberger & Sons Heating & Air Conditioning (Steve Eichelberger), Ellen Deslam Enterprises (Ellen Deslam), Energy Connection Creative Healing (Kathy Duffy), Giant Eagle (Ed Michalek), Herbalife (Deb Viecelli-Carver), Hynes Insurance Agency (John Hynes) Irwin Bank (Charles Urtin), Laurel Quick Print (Tina Lunn), Mary Kay (Sharon Bone), Michelle's Bella Boutique & Day Spa (Michelle DiClaudio), Medical Frontiers, LLC (Dr. Zielke), New Steps Rehab (Peggy Bianchi), Norwin Chamber of Commerce, Norwin Public Library (Diana Falk), NPS Global Systems (Dian Bombara), PA State Senator Bob Regola, Jeannie Rings, Silpada Designs (Leslie Krygowski), Westmoreland Pools & Spas (Joyce Pivrotto), Your Blessed Events (Colleen Fonzo/Pamala Mielnicki).

This was the first year for the Norwin Chamber Cash Challenge. The challenge got off to a slow start, but once participants saw how the fundraiser worked, we sold 112 tickets, over 20 of which were sold at the event! People were still trying to buy tickets even after the cutoff was announced! The five \$100.00 winners were Marie Huss (First National Bank), Jim & Eva Gallagher (RE/MAX Realty Access), Frank Bonincontro (Irwin Bank), Susan Duffy Hildebrand and Chuck & Judy Snyder. The \$2000.00 cash grand prize went the girls at Creative Adventures Learning Center! The Chinese Auction winners were Keith Visconti (Commercial Bank & Trust of PA), Polly Dale (Business Clickers) and Ray Falk (hubby of Diana Falk from Norwin Public Library). Amanda Fisher (Creative Adventures Learning Center) was the 50/50 winner. Jamie Pilkington (RE/MAX Realty Access) was the winner of the Business Expo Game. Jamie won two tickets to the Norwin Community Picnic at Idlewild. Many vendors had their own prize drawings and lots of participants won even more prizes!

A special thank you goes out to our Annual Dinner Committee for the great job that they have done: Frank Bonincontro, Irwin Bank; Ronda Doench, Dollar Bank Loan Center; Brenda Kacvinsky, Minuteman Press of North Versailles; Clint Page, Great American Promotions; Jim Duffy, Attorney At Law and Karen Botti, Commercial Bank & Trust of PA.

Thank you all for making this year's Annual Dinner a memorable one!

Rosanne Barry Novotnak

Chamber Happenings

Norwin Monthly Membership Luncheon

The ever popular Matchmaker Networking was this month's theme. Our participants really did a great job networking with each other. Members also did quite an entertaining job at giving their partner's 30 second commercial. This is always a fun networking theme!

Penn Trafford Monthly Membership Luncheon

We had great attendance at The Great Escape Clubhouse for our April Penn Trafford Luncheon including new guests. Ken Sevick from ACTIONCoach Business Coaching was our speaker. Mr. Sevick gave the group very informative information on Customer Service and how we should move our customers up the customer service "ladder" from being just "suspects" to "raving fans". We all learned some very valuable techniques to help us improve our businesses.

(Continued on Back Page)

Norwin Chamber of Commerce 2008 Board of Directors

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Attorney at Law

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Re/Max Realty Access

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Diana Falk
Vice Chair of Membership & Marketing
Norwin Public Library

Sharon Bone
Mary Kay Cosmetics

Karen Botti
Commercial Bank & Trust of PA

John Duncan
Duncan Financial Group

Stephen Eichelberger
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Conditioning

Jon Emrock
Edward Jones Investments

Amanda Fisher
Creative Adventure Learning Center

Brenda Kacvinsky
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Ed Michalek
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Your Blessed Events

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Dr. William Roscoe
All-Kare Chiropractic Clinic

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*

Mary Ann Chismar, *Volunteer*

Member Spotlight



Killybegs, Cindy Kohler

After working several years in advertising, Cindy decided that there was a gap between Pittsburgh and Ligonier in the Irish retail business and decided to take the plunge. Cindy is proud to say that Killybegs celebrated their 4th anniversary on March 10, 2008! Killybegs

offers Irish made clothing such as sweaters, shawls, capes and hats as well as baby items, tees, rugby's and golf shirts, handcrafted jewelry from Dublin,

fragrances, crystal, pottery, artwork, throws, food products and MORE! All of their items reflect the Irish heritage. Their small town setting in downtown Irwin is convenient and inviting for customers. Patrons are able to avoid the hustle and bustle of a drive to Pittsburgh and take advantage of their more moderate prices. When asked why Killybegs is a member of the Norwin Chamber, Cindy stated that "the Chamber offers so many opportunities to get together with other business owners and compare notes". If you are looking for an Irish item or great gift idea for that someone special, visit Cindy at Killybegs at 209 Third Street, Irwin, 724-863-8433 or www.killybegsus.com.

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Save The Date!

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!

When: Tuesday, May 6, 2008

Time: 8:00 a.m.

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

Location: Norwin Chamber of Commerce

Speaker: Karen Hanchett

Topic: "Business Coaches – How They Help Your Business". What exactly does a business coach do and what can they do for your business? Why might your business need a coach? Where can you go to look for the right coach for you? How much does this cost? How can they help you improve as a business owner or employee?

May Sponsor: Mary Ann Petrillo, Attorney At Law

412 Main Street, Irwin PA 15642 • Phone: 724-861-8333 • www.maryannpetrillo.com

Thank You Mary Ann!

Only 50 Seats Available So.....

Reserve Your Seat Today at 724-863-0888 or cmiller@norwinchamber.com

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.*



PEGGY BIANCHI, PT, MPM

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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, steak dinner and drink tickets will be included. Please be sure to check out the green brochure inside this newsletter that contains all of the information on the invitational.

Chamber Happenings Continued...

Ribbon Cuttings and Business Mixers

April was a very business month for our members and staff. We had lots of ribbon cuttings for new members and existing members with new locations. Attendance was fabulous at all of these events as members were able to come together to network, showcase their businesses and support each other!

Bair Insurance Mixer (held at the end of March)



Edward Jones
Ribbon Cutting



Davis-Terzich
Ribbon Cutting



RE/MAX Realty Access Mixer

Ohl Insurance Ribbon Cutting

Dollar Bank Loan Center Mixer (held at the end of April)

Member Achievements

Member: Jim and Eva Gallagher, RE/MAX Realty Access

Achievement: Jim and Eva were the top producers on the Westmoreland West Association of Realtors and had over 10 million dollars in sales during 2007. Great job Jim and Eva!!!

Member: Cheryl Campbell, Commercial Bank & Trust of PA

Achievement: Cheryl Campbell recently joined Commercial Bank & Trust of PA as Vice President and Commercial Relationship Officer at the bank's Norwin Hills office.

Member: Karen Botti, Commercial Bank & Trust of PA

Achievement: Karen and hubby Lou welcomed the newest edition to their family. Baby James Robert was born February 1st. Congratulations Botti family!

Member: Dian Colletti, Coldwell Banker Real Estate

Achievement: Dian was named top sales agent for Coldwell Banker's North Huntingdon office for the month of February. Dian was also awarded a place as a top 200 producer for all Coldwell Bankers in Pittsburgh. Well done Dian!

Member: Dr. Jack Boylan, Norwin School District

Achievement: Dr. Boylan was named PMEA (PA Music Educator Association) Superintendent of the Year. Congratulations Dr. Boylan!

Upcoming Events

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

May 5, 12, and 19, 2008 8:00 a.m. – 9:30 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

May 6, 2008 8:00 a.m. – 9:30 a.m.

Women In Business Initiative at the Norwin Chamber Office. Guest Speaker: Karen Hanchett. Topic: Business Coaches – How They Help Your Business

May 7, 2008 11:30 a.m. – 1:00 p.m.

Norwin Monthly Membership Luncheon at K-Vays Restaurant. Guest Speaker: Det. Sgt. Jeffrey Bouldin, NHT Police Department. We will also recognize our 2008 Norwin Chamber of Commerce Scholarship Foundation recipient and his parents.

May 14, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by and held at Redstone Highlands, North Huntingdon. Join us for a fun-filled Jimmy Buffet theme.

May 20, 2008 11:30 a.m. – 1:00 p.m.

Penn Trafford Monthly Membership Luncheon at the Great Escape Clubhouse in Harrison City. Guest Speaker: Chuck Herring, Jr. Topic: Baby I Got Your Number: The Truth About Identity Theft

May 28, 2008 11:30 a.m. – 1:00 p.m.

Excellence In Education Luncheon at Stratigos Banquet Centre