

Vocal Point



NORWIN CHAMBER OF COMMERCE

A MESSAGE FROM THE PRESIDENT

Wow, can you believe that we will celebrate our 76th Annual Norwin Community Picnic on Wednesday, August 6th?! I know how busy everyone is all of the time. We seem to be even busier in the summer. But we hope that you will make time to join us for this year's picnic. This is such a great event to reconnect with past friends and long lost neighbors. The picnic is even a great place to meet new friends as well as potential business contacts.

Our sincere thanks for the generous giving from so many Chamber businesses. We have received great prizes like gift cards, tents, bicycles, Norwin items, a collector bear, gift baskets, an icemaker, a karaoke system, a scooter, a year's supply of ice cream, the ever popular one size fits all gift of cold, hard cash and much more.

As a warm up (you all know it has been rather toasty at the picnic) you can join us for the Thunderbucket Classic Softball game. On Sunday, August 3rd at 6:30 p.m., you will find us at the Norwin High School eating Kerber's Dairy ice cream cones for \$2.00 as we watch the Norwin Rotary play off against

the Norwin School District. Tom and Ellen Kerber graciously donated the ice cream and ALL proceeds will benefit the Norwin Chamber of Commerce Scholarship Foundation. The Norwin Rotary will also offer a 50/50 raffle and those proceeds will benefit their scholarship fund.

On your way to Idlewild, please take a moment to notice the beautifully landscaped islands on Route 30. Mr. Warren Gardner and the Beautification Committee donate laboring hours of love to make this community so eye-pleasing. Mr. Gardner says that this would not be possible without all of the donations from Norwin Chamber members.

As we work on current programs and services, we are also preparing for the future. We are taking bookings for Business Mixers for 2009 and unbelievably the year is almost booked! There are still a few dates available. Please contact the Norwin Chamber if you or your company would like to host one of these evening networking events. Don't miss one of these great opportunities to showcase your business.

Rosanne Barry Novotnak

August Calendar of Events

Date:	Meeting:	Time:	Location:
5	Women In Business Initiative	8:00 a.m.	Norwin Chamber Office
12	Executive Board Meeting	8:00 a.m.	Norwin Chamber Office
13	Networking Luncheon	11:30 a.m. sharp	Annadel's Restaurant
13	Business Mixer #1	5:00 – 7:00 p.m.	Juniper Village at Huntingdon Ridge
13	Irwin Borough Council Meeting	6:00 p.m.	Council Chambers
19	Board of Directors Meeting	7:30 a.m.	Norwin Chamber Office
19	Penn Trafford Networking Luncheon	11:30 a.m. sharp	The Great Escape Clubhouse, (Penn Trafford)
20	North Huntingdon Township Commissioners	7:00 p.m.	North Huntingdon Townhouse
26	Business Mixer #2	5:00 – 7:00 p.m.	Community Foundation of Westmoreland County

Chamber Happenings

Norwin and Penn Trafford Monthly Networking Luncheons

Networking, Networking, Networking was the theme for both Monthly Networking Luncheons in July. Since different people attended both locations, the Chamber chose Matchmaker Networking With A Twist as our activity. As Norwin Chamber member Sharon Bone from Mary Kay always says, networking is about getting to know, like and trust someone. At each luncheon, members were paired with another Chamber member that hopefully they didn't know too well. Each member asked their partner a series of professional AND personal questions. The goal was for each person to get to know, like and trust their partner which hopefully nurtured a more rewarding referral relationship.

Save The Date!

Join us for our next
Women In Business Initiative!

When: Tuesday, August 5, 2008

Time: 8:00 a.m. – 9:30 a.m.

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

Location: Norwin Chamber of Commerce

Speaker: The Pennsylvania Institute of
Certified Public Accountants Speakers Bureau

Topic: Keeping Personal & Business Money
Separate

July Sponsor: **Arbor Industrial Supply**

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



Business Mixers

July was another
fun month for our
Business Mixers!

Coldwell Banker Real Estate Mixer

Eric Bridge and Staff

State Farm Insurance

John Gdula and Staff



This year's **Thunderbucket Classic and Ice Cream Social** will be held on Sunday, August 3, 2008 at the Norwin High School. The Norwin Rotary will once again face off against the Norwin Teachers in this yearly fun, competitive and entertaining softball event. Proceeds from the Ice Cream sale will benefit the Norwin Chamber Scholarship Foundation. The proceeds from the 50/50 will benefit the Rotary Scholarship Foundation. Chamber member Kerber's Dairy has once again graciously donated ice cream. If you are looking for a different family event to attend this summer, bring your crew to the Norwin High School, watch some entertaining softball rivalry and help support our local scholarship foundations.

It's almost that time for everyone's favorite yearly event! The **76th Annual Norwin Community Picnic** is scheduled for Wednesday, August 6, 2008 at Idlewild Park. The Norwin Community Picnic is the largest community picnic at Idlewild. Please see the enclosed insert for additional information on available sponsorship levels. The Chamber is always looking for volunteers to help throughout the day.

Norwin Chamber of Commerce 2008

Board of Directors

James M. Duffy
Chairman of the Board
Attorney at Law

James P. Gallagher
Immediate Past Chairman
RE/MAX Realty Access

Gus Slack
Treasurer
AccountingTechs, Inc.

Frank Bonincontro
Vice Chair of Governance & Finance
S&T Bank

Diana Falk
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Karen Botti
Commercial Bank & Trust of PA

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John Ott
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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*

Linda Morris, *Secretary*

Gayleen Fisher, *Volunteer*

Cathy Schehr, *Volunteer*

Barbara Gulich, *Volunteer*

Mary Ann Chismar, *Volunteer*

Member Spotlight



Photography by Pati – Pati Livengood

After starting out in nursing school and quickly realizing that she wanted to be around happy people, Pati Livengood decided to follow her childhood hobby of photography and turn it into a career. After 25 years in the photography business and three locations, Pati has settled her business in Harrison City. Pati has built her business to include three full-time employees, an art director, an administrative assistant, a creative consultant and two part-time photographers.

Photography by Pati specializes in weddings, bar mitzvahs, senior pictures, children and family portraits and pets. Pati offers pregnancy and boudoir portraits which are becoming very popular. Being a woman-owned company helps to provide a safe, secure and comfortable experience. Pati prides her company in offering fun, relaxed and enjoyable photo experiences. Their motto is “the area’s fun photography”. Pati is very active within the local Penn Township community, giving of her time, talent and service. “I believe in giving back to the community because these people have supported my business”, says Pati. She joined the Norwin Chamber to expand her network of contacts and to meet more business owners in the extended area. Looking for fun, professional photographs for that special occasion? Contact Pati and staff at 724-744-1900 or www.photographybypati.com.

MINUTEMAN PRESS[®] – Kim Rancatore **NORTH VERSAILLES**

After working in the restaurant industry, Kim and partner Diane were all ready to open up a restaurant when they found out the potential available property was not zoned for a restaurant. After a disappointing time and researching other possible business opportunities, Kim saw a printing company for sale and was intrigued. Eight years later, Minuteman Press in North Versailles has gone from a business for sale



in the newspaper, to a highly successful, woman-owned business that prints for Panera Breads all over the United States! Minuteman Press employs a staff of 13 which include a Production Supervisor, Graphic Designer, press operators, bindery persons, a customer service representative and outside sales reps. Minuteman Press provides services that include design, offset printing, digital printing in full color or black and white, bindery services and mailing services. They can print items that all business need such as

business cards, letterhead, envelopes and brochures, but they are not limited to just these items. They pride themselves on having a staff that understands that the customer is the most important part of their business. Kim joined the Norwin Chamber because “we know that the best businesses belong to chambers, so we wanted to be exposed to those businesses and to ultimately use the services of the members”. Have a printing need? Contact Kim and staff at 412-829-7456 or www.minutemanpresspgh.com and receive a Norwin Chamber Member-2-Member discount!

Chamber Tidbit

In this new section, we will try to answer questions that we receive from members concerning various aspects of Chamber membership.

Tidbit: Norwin Chamber Member Discounts

Who doesn't like saving a little money, especially these days when gas is almost \$4.00 per gallon! Some members have decided to promote their business, support the community by keeping business in our community and ease the cost of living by offering Member-2-Member discounts to fellow Chamber members. What you might not know is that these discounts are also extended to employees of Chamber members. So employers, don't forget to distribute the Member-2-Member discount cards to your employees. Don't forget to actually USE the discounts. Make sure you tell participating businesses

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(Chamber Tidbit Continued) that you are a Norwin Chamber member and would like to use the discount. A small number of discounts can be found on the actual discount card. The full list of available discounts is posted on the chamber website at www.norwinchamber.com. Don't forget, businesses like to know that their Chamber membership is of value and working for them. The only way they know that is if you tell them!

Member Achievements

Member: James M. Duffy, Attorney At Law

Achievement: Owner of Security Settlement Services, Inc. and local good guy was named Citizen of the Year by the Norwin Rotary Club at their June 30th annual banquet. Mr. Duffy is Chairman of the Board of Directors of the Norwin Chamber. He has co-chaired the Norwin Community Picnic for the past several years which brings Norwin residents from all over the USA to Idlewild Park for huge family reunions. Jim is active in Partners In Progress, Excellence In Education and Career Fair programs in conjunction with the Chamber and Norwin School District. Jim serves on the Board of the ARC of Westmoreland County, the Norwin Public Library and the Norwin School District Community Foundation as well as being a Rotarian for over twenty years. Thank you Mr. Duffy for making the Norwin Community a great place to live and work!

Member: Brenda Kacvinsky – Minuteman Press



Achievement: One way the Rotary fosters donations is by the Rotary Foundation providing Paul Harris awards to members who donate or who have \$1000.00 donated in their name. The Rotary Club of Norwin has honored Brenda for her work this year with various committees and her enthusiasm for their projects with a donation of \$1000.00 in her name. The Paul Harris award was bestowed upon Brenda at their anniversary dinner on June 30th. Brenda joins 108 past and present members of the Rotary Club of Norwin in this honor.

Upcoming Events

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

August 4, 11, 18 and 25th

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.

August 3, 2008 6:30 p.m.

Thunderbucket Classic Softball Game. Location: Norwin High School. Venue: Norwin Rotary vs Norwin School District. Ice cream cone sales benefit the Norwin Chamber Scholarship Foundation and 50/50 Raffle benefits the Norwin Rotary Scholarship Foundation.

August 5, 2008 8:00 a.m. sharp – 9:30 a.m.

Women In Business Initiative at the Norwin Chamber Office. Guest Speaker: The PA Institute of Certified Public Accountants Speaker's Bureau. Topic: How To Keep Your Business and Personal Money Separate

August 6, 2008 Park Hours

76th Annual Norwin Community Picnic at Idlewild Park. Tons of prizes, 50/50 raffle and Steelers Ticket raffle.

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

Norwin Monthly Networking Luncheon at Annadel's Restaurant. Speaker: Donn Henderson Topic: Irwin Main Street Project

August 13, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by Juniper Village at Huntingdon Ridge

August 19, 2008 11:30 a.m. sharp – 1:00 p.m.

Penn Trafford Monthly Networking Luncheon at the Great Escape Clubhouse in Harrison City. Speaker: Kim Horrell of the United States Postal Service. Topic: Ways to effectively use the Post Office to help your business.

August 26, 2008 5:00 p.m. – 7:00 p.m.

Business Mixer at Community Foundation of Westmoreland County, 951 Old Salem Road, Penthouse Suite, Greensburg, PA 15601

Matt Wirtz
 Financial Advisor

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 MAKING SENSE OF INVESTING



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