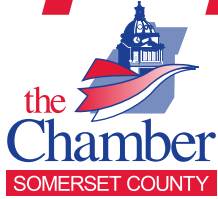


PROGRESS



**SOMERSET COUNTY
CHAMBER OF COMMERCE**

Networking Businesses to Enhance Economic Opportunities



GOLF BASH TICKETS ON SALE DEC. 1

See Page 7

**NOVEMBER-DECEMBER
2018**



Enjoy a night of networking, local cuisine, entertainment, more

Hit the trails with us for the 78th Annual Somerset County Chamber of Commerce Dinner Nov. 13 at Seven Springs Mountain Resort.

This year's dinner theme, "Connecting the world on two wheels" highlights the abundance and variety of biking and cycling opportunities in Somerset County and the Laurel Highlands, from the Great Allegheny Passage and the up-and-coming 9/11 National Memorial Trail to mountain biking, road cycling and everything in between. You'll be sure to have a blast with everything we have in store for the evening.

Registration will begin at 5:30 p.m. followed by a formal welcome in the resort's Exhibit Hall at 6:30 p.m.

Based on overwhelming positive feedback, this year's event will again provide ample time to socialize and network while still allowing guests to sample the fine cuisine prepared by Seven Springs' culinary staff, who have created a unique menu for our multi-station strolling buffet featuring local products.

The evening will also include recognition of the Chamber's 2018 Annual Award recipients (see list at right), our famous "Parade of Baskets," small games of chance and more.

We urge you to be a part of the evening and there are several avenues to achieve that. Besides attending the dinner, you can volunteer your time during and after the dinner. There are many ways to help and the Chamber is always grateful for its volunteers. Donations for the "Parade of Baskets" are also appreciated.

2018 ANNUAL AWARD RECIPIENTS

These award recipients were honored at a special reception Oct. 25 at the Somerset Country Club. Visit the Chamber's Facebook page to see photos from this event. Recipients will also be recognized at the Chamber's Annual Dinner Nov. 13 at Seven Springs.

Catherine Poorbaugh
Outstanding Person of the Year

Dr. William Croushore
Somerset County Ag-Business Award

Angi Tennant
Grant B. Miller Award

Emily Korns
Entrepreneur of the Year

Clark Brocht
*Betty Haupt Memorial
Tourism Award*

Megan E. Flower
Somerset County Young Gun

Ken Soldano
*Harold W. Wheeler, Jr.
Memorial Humanitarian Award*

Jeff Dick
Workforce Education Star

Loretta Wilmoth
Lifetime Chamber Ambassador

If you have not already done so, please RSVP your attendance to the Chamber no later than Nov. 5. No reservations will be accepted after Nov. 9. A variety of sponsorships are also available and are a great way to showcase your business.

As always, we thank you for supporting the continued efforts of the Somerset County Chamber of Commerce and we hope to see you Nov. 13 at Seven Springs.

Fund raising for nonprofits

Workshop highlights sponsorship strategies, tactics

Have you ever wondered how NASCAR teams land corporate sponsorships of \$20 million per year?

Learn how to use the same strategies to develop a proposal that lands a \$2,000 sponsor for your church carnival or a \$300 sponsor for your soccer and little league team as the Chamber hosts “Fund Raising in the Fast Lane” Dec. 11.

As a lifelong marketing and public relations consultant in professional auto racing, presenter Mike Lysakowski will share his experiences in corporate sponsorship transactions. In addition to successfully landing sponsorship contracts at all levels, Lysakowski has also served as the distributor and administrator of corporate donations. As a result, his advice and best practices come from “both sides of the fence” in sponsorship sales.

At this workshop sponsored by Somerset Trust Co. and Jennerstown Speedway Complex LLC, participants will learn:

- What a “sponsorship” should truly consist of and accomplish;
- How to create a proposal that gets the

attention of a major corporation or a small business;

- What marketing professionals and corporate donors are seeking from a sponsorship;
- How to “activate” and execute a sponsorship at your event;

- The expected follow-up with a sponsor after your event; and

- How donors view your role as recipient of a sponsorship.

Nonprofit staff, partners, community volunteers and anyone who participates in fund-raising activities can benefit from this informative and lively session and will learn from Lysakowski’s real-life examples of landing sponsorships.

This workshop will be held from 6 to 8 p.m. at ServPro of Somerset County & Westmont. Registration will begin at 5:30 p.m. Space is limited, and light refreshments will be available.

Admission is \$10. Pre-registration is required by contacting the Chamber at (814) 445-6431 or info@somersetcountychamber.com by Dec. 7.

This workshop back by popular demand!

MEGASHOW

Home, Garden, & Business Expo

Early bird registration open for 2019 Megashow

It’s back! The Megashow Home, Garden & Business Expo, hosted annually by the Somerset County Builders Association (SCBA) and the Somerset County Chamber of Commerce, will return to Somerset March 22-24.

Since its creation in 2010, the Megashow has grown in popularity and has evolved from a biannual event to one held each year. In 2017, booth spaces sold out more than a month prior to the expo, forcing event organizers to add additional exhibit spaces to accommodate vendor demand.

The Megashow annually draws more than 2,000 attendees who shop from and visit a variety of businesses, vendors and organizations. Now in its eighth year,

the expo always features something for everyone, including a designated “For the Ladies” section, children’s activities, a food court, prize drawings and more.

Exhibitor registration information will be available on the SCBA and Chamber websites. Those registering and paying in full by Dec. 21 will receive a 10 percent discount off their entire investment.

Megashow sponsorships are available, including for businesses not planning to be exhibitors.

Contact Karl Glessner at somersetcountymegashow@gmail.com for exhibitor information. For other details on the Megashow, visit the Megashow event page on Facebook.

The future is now for Somerset County

By Ron Aldom

Executive Director,

Somerset County Chamber of Commerce

Who would have thought that the biggest issue facing our businesses would be finding qualified skilled workers? It’s a reality and the future projections look even worse, based on a vibrant economy and increased competition for skilled workers from other areas.

It’s imperative that we explore ways to attract new workers while encouraging our own youth to stay local. There are efforts underway now that are doing exactly that and proudly being led by the Chamber.



Ron Aldom

The Chamber’s Success in Somerset County initiative was launched in 2013 and has played a huge role in helping retain our youth by highlighting the careers available in Somerset County in many high-demand occupations. Through various hands-on presentations, tours and other workforce-related activities, students are given wonderful opportunities to better understand our workforce needs and how they can stay here to work, live and raise their families. The program is active in all 11 school districts and supported by dozens of businesses. The program is showing great success with increased enrollment at the Somerset County Technology Center, co-op students in workplaces and feedback from everyone involved in the process.

The other issue in attracting new talent to the county and based on the facts of what young professionals or millennials are searching for in their lives fits Somerset County like a glove. Research states that this group is looking for experience-driven recreation, quality of life, social interaction and comfort. Sounds like a commercial for this county with our abundance of outdoor recreation and our quality of life. The fact that Pittsburgh sits less than an hour away allows us the opportunity to attract young professionals searching for that outdoor experience while still maintaining their roots to the urban experience.

In 2019, we will be exploring new ways to promote our county as a destination to live, work, play and do business while continuing our efforts to retain our youth through our Success in Somerset County initiative. The future is now.

Member News

Group bolsters staff: Sarah Vandatta has joined the Friends of Flight 93 National Memorial as the nonprofit's learning center coordinator. In this recently established position, Vandatta will be responsible for delivery of educational programming, marketing educational programming and the learning center, and preparing education-related promotional materials.

Organizations benefit: The annual Daily American 10K race raised more than \$25,000 for both Meals on Wheels of Somerset County and the Boys & Girls Club of Somerset County.

Nonprofit receives donation: The Somerset County Mobile Food Bank received \$6,700 from Precision Fitness's Scarecrow 5K in September.

Changes to county staff: Former North Star School District superintendent Pat Terlingo has been appointed Somerset County Commissioner, replacing James Yoder, who resigned from the position in July. Greg Briggs, who served as warden of Somerset County Jail, resigned his position in October, and entrepreneurial coach Dan Parisi will leave the county, effective Nov. 30. Additionally, Commissioner and Chamber board member Gerald Walker received the Mary Ann Bowman Spirit of Red Ribbon Week Award during the annual Red Ribbon Rally in October. Finally, the county received a \$94,275 award from the state's Dept. of Environmental Protection Recycling Development and Implementation program. Through the program, municipalities and counties are eligible for up to 90 percent funding of approved recycling program costs.

Company adds one: Pete Putyrski has joined Somerset Door & Column Co. as sales manager. A Somerset grad, Putyrski previously held positions with SDC Building Center and PBS Coals.

Rhodes named: Tracy Rhodes has been named director of the Salvation Army Somerset Service Center, effective Sept. 17. Rhodes replaces Danielle Bowers in the position.

Club honors citizen: The Somerset Exchange Club recently honored Somerset resident George Stein with the 2018 Book of Golden Deeds Award. This honor recognizes dedicated volunteers who give endless hours of their time and talents toward making their communities better places to live.

Programs receive recertification: Both the cardiovascular and pulmonary rehabilitation programs at Chan Soon-Shiong Medical Center at Windber have received recertification by the American Association of Cardiovascular and Pulmonary Rehabilitation. Additionally, the hospital welcomed Trudi Brown, MD, FACS, to the Joyce Murtha Breast Care Center (JMBCC) surgical team. Finally, the JMBCC received \$8,920, thanks to the Johnstown Walk for Hope.

Richardson upgrades Snap-On rig



New wheels: To mark his 10th year in business, Snap-On Tools franchisee Jeffrey L. Richardson and his wife, Kristy, invested in a 2019 Freightliner custom built by Lynch Display Vans of Michigan. This new, larger model offers expanded storage space, better lighting and numerous safety innovations. The vehicle's design is also more practical for off-road terrain and features a diesel generator to cut down on engine idle time, providing better heating and better emissions. Local artist Casey Kennell and the Paint Chop pin-striped the truck cab. Richardson says, "I spared no expense on this truck, which is where I spend 10-12 hours per day. I want my customers to shop in style. Without them, I wouldn't be where I'm at today, so they deserve something fancy."

Group awarded: The Somerset County Military Family Support Group received a \$1,413 donation from the Somerset Country Club in September. The money was raised during the club's annual free Salute to Veterans golf outing.

Sheetz commits to relief: In September, Sheetz announced a company-wide Made-to-Share program to provide hunger relief across six states with weekly food donations to Feeding America-member food banks. Through this campaign, Sheetz donated a truck full of food to the Greater Berks Food Bank and employees at Sheetz corporate offices in Pennsylvania and North Carolina participated in a week-long food drive. Sheetz has donated more than 2 million meals through its partnership with Feeding America.

Organization surpasses goal: The Boys & Girls Club of Somerset County exceeded its goal of enrolling 100 students within a month of the new school year, according to club Executive Director Jamie Barron.

Event raises money: The fourth annual Dress to the Nines Clay Shoot in September raised \$3,000 for Somerset Oncology and local cancer

patients.

Hospital names employee: Somerset Hospital recently named operating room equipment and inventory coordinator Larry Patton as the hospital's 2018 employee of the year.

Library receives grant: Mary S. Biesecker Public Library, Somerset, received a \$222,394.76 state grant for the installation of an elevator. The project, which required a matching grant, is targeted to begin in the summer. Additionally, the library received a \$1,000 award from the Walmart Foundation Community Grant Program for its free STEAM children's program.

Benefit raises money: The annual Coco's Chocolate Champagne Extravaganza held Sept. 12 at Green Gables, Jennerstown, raised \$28,000 for the Humane Society of Somerset County, including a record \$11,000 in cash donations.

Bank makes list: 1st Summit Bank has been named one of the Best Banks to Work For in 2018. This is the fifth consecutive year 1st Summit has made the list, and in 2018 ranked No. 26 out of 85 on the list by American Banker and Best Companies Group.

Member News

Nonprofit announces goal: United Way of the Laurel Highlands has set its annual campaign goal at \$1.3 million. The nonprofit recently received \$25,000 from Women United, \$20,000 from Highmark Blue Cross Blue Shield and \$10,000 from Conemaugh Health System.

Company raises money: W.W. Friedline's fourth annual Trucks for Smiles Convoy in June raised almost \$43,000 for the Make-A-Wish Foundation.

Businesses support program: Area businesses contributed \$35,500 to The Challenge Program, Inc. during the 2017-18 school year at Somerset County schools. Companies also participated in work-related activities such as facility tours, classroom presentations, career days and job shadowing.

Dunmyer tapped: *The Daily American* recently promoted Christina Dunmyer to sports editor. Dunmyer has been a sports writer with the newspaper for more than 12 years and replaces former sports editor Jeff Maurer, who died unexpectedly in July.

Firm ranked: *Accounting Today* recently named Barnes Saly & Co. to its 2018 Best Firms to Work For list. This is the sixth consecutive year the company has made this national list of 100 firms that excel in creating quality workplaces for employees.

School earns recognition: In September, the National Security Agency and Department of Homeland Security designated Pennsylvania Highlands Community College as a National Center of Academic Excellence in Cyber Defense. This designation applies to two-year institutions and lasts through the 2023 academic year.

Board fills vacancy: The Meyersdale Area School Board has appointed Jami Gindlesperger to fill a board vacancy, replacing former board member Bob Donaldson.

New facility: Officials with Allegheny Lutheran Social Ministries (ALSM) unveiled a new 7,200-sq.-ft. Senior Daily Living Center and Home Offices Sept. 19. The facility will consolidate all ALSM Somerset County operations and employees in one location as well as host adult day programs.

Nursing program returns: The Somerset County Commissioners have signed a five-year lease agreement with Clarion University for space at the Somerset County Education Center. Clarion will offer an associate of science in nursing degree program in partnership Pennsylvania Highlands Community College and Somerset Hospital beginning with the fall 2019 semester.

Borough receives award: Somerset Borough received a \$108,500 grant through the Commonwealth Financing Authority. The money will be used for water line work in the Highland Park area along Route 31.

Manufacturer announces acquisition: Guy Chemical Co., Somerset, acquired Ultramotive Corp. of Bethel, Vermont, in early September.

Employees make contributions: Over 40 years, employees with The EADS Group have contributed to a volunteer-administered fund to assist local causes, beginning first with those at the engineering firm's corporate office in Altoona and then expanding to the firm's other offices. The elective program has raised more than \$400,000 since its creation.

New Chamber Member

Cruise Planners/American Express Travel – Anita Travel Pro LLC
Anita Rummell, owner/travel specialist
801 Scalp Ave., Suite 106,
Johnstown, PA 15904
(724) 424-4233 or 800-304-1446
anita@anitatravelprollc.com
www.anitatravelprollc.com

Anita Rummell says, "If you've looked into travel plans lately, you know how overwhelming it can be. I have more than 20 years of experience in the travel industry and I will provide you the best value for your vacation dollars. From cruises to land tours and completely packaged vacations, I specialize in all types of travel: escorted tours, individual and group travel, ocean and river cruises, exotic travel, all-inclusive Caribbean and Mexico vacations as well as destination weddings and honeymoons. I will create an unforgettable vacation just for you and help you discover exciting adventures around the world."

The Next Step Center, Inc.

Business: Next Step Center, Inc. Emergency Shelter for Somerset County Residents

Owners/Managers: Lisa Wengerd, executive director

Address: 406 Stoystown Road, P.O. Box 850, Somerset, PA 15501

Phone: (814) 444-8588 **Email:** nsc@nextstepcenter.org **Website:** www.nextstepcenter.org

Year established: Incorporated May 5, 1997, received 501(c)(3) status July 1999

Number of employees: 2

Hours of operation: 8 a.m. to 10 p.m. Monday through Friday, weekends as needed

Year the business joined the Chamber: 2002

What does the business do? Severe weather and a struggling economy with social and financial barriers can render families and individuals who live in Somerset County temporarily homeless every year. Since we first opened our doors in November 2002, the Next Step offers guests an opportunity to reestablish themselves while living in a safe, supportive environment. Working with many agencies within the county, Next Step Center guides guests through the relocation process so that they gain independent living within a 30-day period. In rare instances, this period can be extended if the individual or family is working towards gaining permanent housing. The Next Step Center is designed to give clients a safe, clean, comfortable place to lay their head while regaining stability. Our goal is to create an empowering environment that promotes positive feeling or self-worth and independence.

How did the business begin? The Next Step Center began as the vision of two people, both in awe over the senseless death of a human being who had lost her life due to a lack of heat or a place to escape from the bitter cold.

Did you know? We offer a helping hand, not a handout. Through the generosity of county residents, Next Step is a fully operational shelter. We are not a government agency; we rely on gifts of time and money to provide shelter and support to our neighbors as they regain permanent housing.

Why do the owners think being a Chamber member is important? It gives our business more exposure online and offline and we can directly market to other business owners who may require our services or new people who are moving into our area.



Want to see your business or organization featured here? Email info@somersetcountychamber.com.

Members are featured on a first-come, first-serve basis.



2019 Somerset County Chamber of Commerce Board of Directors

The 2019 Somerset County Chamber of Commerce Board of Directors is effective as of the Chamber's Annual Dinner Nov. 13.

Shawn Kaufman, President

Riggs Industries

Dave Redick, Vice President

CVS Health

Lladel Lichty, Secretary

United Way of the Laurel Highlands

Danni Conn, Treasurer

Beggs Brothers Printing, LTD

Mark Bower, Past President

Rockwood Area School District

Lisa Bittner

Somerset Trust Company

Mike Boland

RMB Realty

Scott Hollern

Hollern & Koontz Insurance Agency

Chris Plummer

Seven Springs Mountain Resort

Chris Robbins

Fike, Cascio & Boose

Andy Rush

Somerset Hospital

Mikel Vaughn

AK Coal Resources

Gerald Walker

Somerset County Commissioners

Fred Will

Sugar Grove Antiques

David Yahner

The EADS Group

Farewell!

Many thanks to our outgoing Board of Directors member and past president **Michele James**.

Thank you for all of your hard work on behalf of the Chamber.

Grand opening celebrations

The Chamber joined several businesses for special occasions in September.



Daily American Photo

Chamber Executive Director Ron Aldom, Pa. Rep. Carl W. Metzgar, Somerset County Commissioner Gerald Walker and Pa. Sen. Pat Stefano representative Brenda Thomas joined franchisee Nash Patel (center) and General Manager Ken Moran Sept. 22 for the grand opening of Dunkin' Donuts at 915 N. Center Ave., Somerset.



Officials and staff celebrated the re-grand opening of Somerset Drug – now known as Mainline Pharmacy/Somerset Drug – with a ribbon-cutting ceremony Sept. 24 and a week of giveaways and promotions.



Berkshire Hathaway HomeServices celebrated the grand opening of a new office at 1743 Goucher St., Johnstown, with a ribbon-cutting ceremony Sept. 27.

CJ program proves popular

By Raymond Weible, Jr., M.S. IMC
Director of Marketing & Communications,
Pennsylvania Highlands Community College

With the current semester in full swing, we are gearing up for our spring semester, which begins Jan. 14. Our Somerset Center offers a variety of quality academic programs. Whether an individual is looking to earn a bachelor's degree or is looking to jump right into a career, we have something that can help achieve their goals.

A popular program the college offers is the criminal justice associate degree. Through the criminal justice program, you will study topics within three areas as they pertain to criminal and deviant behavior in our social world: law enforcement, the judicial system and corrections.

Overarching topics covered range from basic criminal justice terminology, court systems,

theory, probation and parole, community corrections, juvenile justice, forensics, criminal investigation, U.S. Constitution, criminal procedure and law, ethics, deviance and victimology.

Graduates will be able to use the knowledge gained to pursue further education and/or training so that students can have the opportunity to pursue a variety of jobs at different levels.

Other programs offered at Penn Highlands Somerset include accounting, business management, liberal arts and sciences, psychology, and small business management.

Registration for the spring semester is open. Explore what Penn Highlands has online at www.pennhighlands.edu and take the next step in your journey. Penn Highlands Somerset offers courses in daytime, evening, online or video-conferencing formats.



Child development, parent resources available

By David J. Mrozowski
Executive Director, Community Action Partnership for Somerset County

Are you a first-time parent, soon-to-be parent or a grandparent suddenly responsible for raising a young child? If so, the Family Center may be able to provide necessary resources and home visitation to help you. The Family Center, operated by Tableland Services, Inc., provides child development and parent education for families and individuals with children prenatal to age 5 in Somerset County. All our services are free and unlike our other early childhood education programs, there are no income eligibility requirements for the Family Center programs. The Family Center has served over 1,200 families in Somerset County.

The primary curriculum used by the Family Center to deliver its early childhood education programs is the Parents as Teachers program, an evidence-based home visitation model that provides a variety of strategies for parenting education and family support. These strategies are particularly important for those families with multiple risk factors, those in crises or in vulnerable situations. Parents as Teachers is relationship based and parent focused concentrating on parent-child interaction, child development-centered parenting, and family well-being. The fundamental component of the curriculum focuses on inherent strengths, capabilities and skills of the parent while building protective factors within the family. The Parents as Teachers curriculum is designed to serve a range of families with diverse needs, offering services for children from prenatal to

kindergarten and is perfect for parents dealing with substance abuse and addiction.

Our Family Developmental Specialists conduct home visits using the Parents as Teachers curriculum. The visits are offered biweekly and last a minimum of 60 minutes. This allows the parent and the Family Developmental Specialists to work one-on-one addressing many of the needs of the parent and the child. Areas typically addressed during the home visit include child development, brain development, health care, home safety, and family and parenting support. Each child is assessed to ensure the child is on track developmentally. If a developmental delay is detected, the necessary referral to the appropriate provider for an assessment will be made. All our Family Developmental Specialists have an associate's degree, bachelor's degree or over 10 years of experience working in the early childhood or human services fields. Recently, the Family Center earned national recognition from the Parents as Teachers National Center by being named a Blue-Ribbon Affiliate by successfully completing the Parents as Teachers quality endorsement.

We also offer a teen parenting program, and a fatherhood initiative to improve the well-being of children through promotion of responsible and involved fathers. We will also offer the incredible years programming this year; the goal is to prevent and treat young children's behavioral problems and promote their social, emotional and academic competence. For more information about the Family Center services, call (814) 662-2721.



SAWDB working to connect workforce with youth, educators

By Susan Whisler
Director, Southern Alleghenies Workforce Development Board

Promoting economic and community development, fostering cooperation among communities and the agencies that serve them, and

working to make The Alleghenies a better place in which to live,



work and do business—this is the mission of the Southern Alleghenies Planning and Development Commission (SAP&DC).

Along with its business and community development initiatives, the SAP&DC plays a pivotal role in the six-county region's public workforce development system through its support of the Southern Alleghenies Workforce Development Board (SAWDB) and the PA CareerLink® sites the board oversees. The SAWDB is one of 22 workforce boards that operate in Pennsylvania; the majority of its members come from the private sector and it also includes representation from education, economic and community development, organized labor, and the PA Dept. of Labor and Industry.

As the leader of the region's public workforce system, the SAWDB uses its annual federal Title I allocation of roughly \$4 million to support its five job centers (PA CareerLinks®) and multiple affiliate sites and the services they provide to jobseekers and employers. The board also works to secure competitive funding to support a wide range of special initiatives, including training for employers and their incumbent workforce, paid internships for college students, activities designed to connect youth, educators and employers and reintegration efforts for those leaving county prison systems.

The SAWDB, its staff and the professionals who make up the region's PA CareerLink® sites are also recognized throughout the state for their workforce development leadership and are frequently called upon to provide input on proposed legislation and share their expertise with colleagues across the state and nation.

To learn more about the resources available through the SAWDB and its PA CareerLink® sites, please contact Susan Whisler, SAWDB director, at whisler@sapdc.org or the PA CareerLink® in Somerset at www.gocareerlink.com or (814) 445-4161.

Women in Business Conference



Daily American Photo

Ladies' day out: The Daily American, in partnership with the Somerset County Chamber of Commerce, held its first Women in Business Conference Oct. 5 at Seven Springs Mountain Resort. The event included a variety of breakout sessions, panel discussions, a luncheon with keynote speaker Dr. Sherry Cain, vendors, giveaways and more.

Golf Bash tickets available Dec. 1

Just in time for the holidays, tickets for the Somerset County Chamber of Commerce's first Golf Bash, set for April 13 at the Bakersville Vol. Fire Dept. Banquet Hall, will go on sale Dec. 1.

Similar to a cash bash or a gun bash, admission to this fund raiser includes eligibility for all prize drawings awarded at intervals throughout the day, including a major "Palmer Package" grand prize golf getaway. More than \$30,000 in fabulous golf prizes, including top-of-the-line equipment, apparel, travel packages, outings and more, will be awarded. Admission also includes an all-you-can-eat buffet and beverages, and each ticket will include discounts to area golf courses, too. Additional small games of chance will be available.

Doors will open at noon and drawings will be held at intervals between 1-6 p.m. Guest passes, which will include admission and the buffet only, will be available at the

door, and those in attendance will have the opportunity to watch The Masters on TV during this inaugural event.

Proceeds from this event will benefit projects and initiatives of both the Somerset County Chamber of Commerce and the Somerset County Foundation, a 501(c)(3) through which programs like Leadership Somerset County, Success in Somerset County and Recovery to Work are funded and operated. A limited number of tickets will go on sale on the Chamber's website, www.somersetpa.net, and at the Chamber beginning Dec. 1 for \$50 per person.

Contact the Chamber at (814) 445-6431 or info@somersetcountychamber.com for additional details on this event or to be added to an email list to receive updates as they become available.

The Chamber will be seeking volunteers to help with this event. If you're interested in helping, contact Sandy at the Chamber.

Grand prize golf getaway

The ultimate "Palmer Package" includes golf for four at Indian Lake Golf Club, Latrobe Country Club, and Arnold Palmer's Bay Hill Club & Lodge in Orlando, plus on-site lodging and money for travel expenses.

Value: \$10,000



2019 membership update forms, dues

Be on the lookout for 2019 Chamber membership update forms, which will be mailed in early December. Members will receive update forms for both their directory/website listing information and basic member information. **This will be the only notice you receive** to update your membership information for both the 2019 member directory publication and the Chamber's online membership directory.

Invoices for 2019 membership dues were also mailed in early October. Chamber members renewing membership will receive a 2 percent discount **if dues are paid by check or cash** by Dec. 31. Monthly and quarterly payment options are available, as is EZ Pay.

JOIN NOW

Fall membership drive

New members that join the Chamber between Sept. 1 and Dec. 31 receive their membership paid in full through Dec. 31, 2019. The \$15 one-time initiation fee will also be waived, and monthly or quarterly payment options are available. The sooner you join, the more you save! Contact the Chamber for details.

LHVB marks 60 years



Tribune-Review Photo

Founders: The Laurel Highlands Visitors Bureau honored seven of its founding partners with the 2018 Tourism Trailblazer Award during the LHVB's 60th anniversary dinner in October. Pictured here are (from left) Jeff Croushore, Idlewild & SoakZone; Muriel Nuttall, Fayette Chamber of Commerce; Michael Chapaloney, executive director of tourism, Pa. Dept. of Community and Economic Development; and Bob Stark, Fay-Penn Economic Development Council.

Founding members honored with special award

By Anna Weltz

Director of Public Relations,
Laurel Highlands Visitors Bureau

Every organization needs a firm foundation. In 1958, a group of forward-thinking individuals came together and said, "We need to call ourselves something." And, that my friends and neighbors, was the beginning of the brand LAUREL HIGHLANDS. From those 10 original founding partners, we are lucky to still have eight still in operation today, and seven still actively engaged with the Laurel Highlands Visitors Bureau.

On Oct. 4, approximately 150 tourism partners gathered at the Fred Rogers Center at Saint Vincent College to celebration 60 years of partnership, collaboration, success and to honor the original founding Trailblazers for the Laurel Highlands. There are some newer faces, but these supportive organizations continue to provide us with a strong foundation.

The criteria for our Tourism Trailblazer Award states the honoree helps to build upon the Laurel Highlands brand. They live and function outside the box and typically do not wait for others before diving right in. They like to try something new and often venture down uncharted areas of marketing.

They are continually enhancing or improving upon an existing business/product. They continue to make a positive impact on tourism in the Laurel Highlands.

Please join us in congratulating our Tourism Trailblazers of the Year:

- Michael Chapaloney, executive director of tourism at Pa. Dept. of Community and Economic Development. Back in the day the office was called the "Bureau of Tourist and Vacation Travel Development of Pennsylvania's Department of Commerce."
- Bob Stark, Fay-Penn Economic Development Council. Founded in 1954, the Fayette County Development Council merged to form Fay-Penn in 1993.
- Muriel Nuttall, Fayette Chamber of Commerce, once known as the Uniontown Chamber of Commerce
- Chris Plummer, Laurel Mountain Ski Resort, once known as Laurel Mountain Ski Slopes
- Jeff Croushore, Idlewild and SoakZone, once known simply as Idlewild Park
- Scott Haines, Ligonier Valley Chamber of Commerce
- The Historic Summit Inn



Swiss experience: The charming town of Zermatt sits beneath the Matterhorn and is an overnight stop on Epic Journeys' Best of Switzerland tour.

Book early, save big on Switzerland experience

Cynthia Watters of Epic Journeys LLC, Johnstown, invites area residents on a nine-day tour of Switzerland June 8-16.

On this tour, see "the best of Switzerland" with visits to Zurich, St. Moritz, Zermatt, Lake Geneva, Berne and Lucerne. The tour also includes forays into Liechtenstein and Italy with stops at Vaduz, Lake Como and Lugano, among others.



Travelers will see and experience true Alpine splendor, from the region's deep lakes and picturesque valleys to its quaint villages and well-known peaks, like the Matterhorn.

The tour includes breakfast each day as well as a welcome dinner in Zurich and a farewell dinner in Lucerne. A full itinerary is available at www.epicjourneystours.com.

The cost of this trip is \$2,689 per person (double occupancy), plus airfare. However, those booking this tour by Nov. 27 will only pay \$2,384 per person, a savings of more than \$260.

For more information on this or other trips, visit www.epicjourneystours.com or call (814) 266-5070.

Small Business Saturday

We encourage everyone to "buy local" and support small businesses every day of the year, but particularly on Small Business Saturday.

This Nov. 24, be sure to support the local businesses in your community and celebrate the holidays with community events in Somerset, Meyersdale, Rockwood and more.

Let us know if your business or community has any Small Business Saturday plans or specials so we can be sure to promote them.



Chamber members enjoy mixers



New space: Uptown Works, 109 E. Main St., Somerset, held a networking mixer at the refurbished former World's Attic location Oct. 11. The Chamber would like to thank owner Emily Korn and her staff for hosting this event as well as Tom Lear and the staff of Fairfield Inn & Suites for hosting a Chamber mixer at the hotel Sept. 20.

Showcase your business by hosting a Chamber mixer!

Book your 2019 mixer today!

Instructions on accepting **Local Loot**

*Business owners and managers, with the holiday season approaching, be sure your employees know how to accept Chamber **Local Loot** gift certificates.*

1. Check the expiration date before accepting any gift certificate. **Local Loot** checks are good for ONE YEAR from the date of issue listed on the check. Any expired checks accepted by a business will not be redeemed.
2. **Local Loot** should be deposited into your daily deposit, just like a regular check. You will receive 100 percent of the face value of the check.
3. We suggest that change NOT be given unless at least 80 percent of the value of the check will be used during the transaction. **Local Loot** gift certificates should not be redeemed for cash.

For additional information, contact the Somerset County Chamber of Commerce at (814) 445-6431 or info@somersetcountychamber.com.



'Tis the season for giving.

Local Loot

Take care of everyone on your Christmas list by giving Local Loot gift certificates this holiday season. With more than 50 area businesses participating in the program, Local Loot certificates are easy gifts for those hard-to-buy-for employees, coworkers, friends and family members. Checks are available in \$5, \$10 and \$25 increments and can be purchased at the Chamber office.

Also available at the Chamber and online: locally produced maple syrup, books, America's County® merchandise, Christmas ornaments and more!

Upcoming Chamber Mixer

Sugar Grove ANTIQUES

Sugar Grove Antiques Mixer
Thursday, December 6 5-7 p.m.

Sugar Grove Antiques
309 Georgian Place, Somerset

Vin de Matrix Winery and Whitehorse Brewing LLC will be offering samples and products for sale. **Door prizes will be up for grabs, and specials will be offered in select booths. See the Pennsylvania barn model on display and learn about a structure that is unique to Somerset County.**

PLEASE NOTE: Mixers may be cancelled if a minimum number of attendees fail to RSVP. Please be considerate and RSVP at least one week prior to the scheduled event.

Member-2-Member Discounts



Indian Lake Marina (814) 754-4975

Chamber members and their employees can receive 20% off boat rentals Monday-Thursday and 10% Friday-Sunday with this coupon. Excludes holidays. info@indianlakemarina.com

Duppstadt's Country Store (814) 754-4400

Take \$10 off the purchase of clearance boots from the upstairs shop with coupon.

A-1 Garage Doors & Openers (814) 443-1413

We sell the best and service the rest. Amarr Garage Doors, LiftMaster openers, residential and commercial, sales-service-installation. 10% discount for Chamber members on garage doors and openers.

SAJ Publishing (814) 445-9695

SAJ Publishing is offering a 20% discount to Chamber members on the following books: "Courage After the Crash" and "Quiet Courage" by local author Glen J. Kashurba, M.D. Royalties for "Quiet Courage" donated to the Flight 93 National Memorial. Visit our website, www.sajpublishing.com, or contact Mary for more information.

Duppstadt's Country Store (814) 754-4400

Receive 10% off Fiesta Ware table settings with coupon (lowest price).

ADVERTISE HERE!

Call (814) 445-6431.

Ophthalmic Associates

(814) 445-3730

Purchase 1 pair of prescription eyeglasses and get half off a pair of prescription sunglasses. Cannot combine discount with insurance programs.

Security One LLC (814) 629-9614

All Chamber members receive a 10% discount off installation of security systems.

Kashurba Web Design Group, LLC (814) 279-8507

20% discount on custom websites and website redesigns for Chamber members, plus FREE domain registration and web hosting for the first year!

Bittner Vending, Inc. 800-869-7521

First order of 5 gallon spring water free with cooler rental. Offer good for new customers only.

Alluring Edge Hair & Nail Salon (814) 701-2883

20% off any one service to new clients who are Chamber members.

Damin Printing Company LLC (814) 615-9138

10% discount offered to any new customer on their first embroidered or printed clothing order. Email jason@daminprinting.com to schedule an appointment at your place of business.

RPM Signs (814) 288-1561

10% off your next purchase of promotional products. Visit

minahansigns.com/promotional_items to view our full line.

Available Commercial Space

BERKSHIRE HATHAWAY HOMESERVICES 800-419-7653

Sherman's Ice Cream Parlor 450 Latrobe Ave., Confluence

Fully equipped with U-shaped bar, coolers, grill and fryers and fridge and freezer. Upstairs is a renovated 2-bedroom apartment with appliances and washer and dryer. Visit LaurelHighlandsLiving.com for more information and photos. \$174,500

Contact Robert "Wags" Wagner at (412) 551-1859.

Westridge Properties, Inc. (814) 445-4578/(814) 442-7878

For Rent

Westridge Building, Route 31 West, Somerset

2 office suites, each 4 rooms. 1 approximately 1,000 sq. ft. 1 approximately 800 sq. ft. 1 office suite, 2 rooms. Approximately 450 sq. ft.

Northridge Building 1590 N. Center Ave., Somerset

2 areas, approximately 1,300 and 2,000 sq. ft. Several smaller offices.

Law & Finance Building, 133 W. Main St., Somerset

First floor – approximately 3,300 sq. ft.
Second floor – approximately 1,600 sq. ft.

Will remodel as needed.

All available at very favorable lease terms.

RMB Realty (814) 444-9400

520 Acres Industrial Land

Route 281 near Route 219 interchange. Public sewer on site. Public water available. State designated Keystone Opportunity Zone. Some infrastructure in place. 3,900 ft. frontage on PA Turnpike.

\$2,000,000

Contact: Mike Boland

1986 N. Center Ave., Somerset

Commercial building on a 5.6-acre parcel, 9,000 sq. ft. on 2 floors. Adjacent to Kenny Ross Chevrolet. Ideal for equipment sales/service. Includes loading dock and 2 at-grade overhead garage doors.

\$335,000

Contact: Mike Boland

Advertise your commercial property in this section for free!

Call (814) 445-6431 for details.

RE/MAX PREMIER, REALTORS (814) 445-4748

564 Stoystown Road, Somerset

Versatile brick commercial building conveniently located near Route 219. Could be used as retail or distribution. Building area is 3,700 sq. ft. with 3 garage doors and separate loading dock.

The front of the building has a receiving area with large glass windows and offices. Excess land behind building for expansion. Service, automotive, warehouse, retail or other commercial use. \$169,000

917 W. Main St., Somerset

Office complex of 4 units, all with separate utilities. Off-street parking for 46 cars. Lower level has a common waiting room with restrooms and all units have restrooms for staff. Units range from 1,450 sq. ft. to 1,800 sq. ft. and common walls could be moved to enlarge a specific unit. Central air throughout. Large lot with nicely landscaped lawn. \$260,000

Commercial Space Available (814) 443-1354/(814) 754-8272

Commercial showroom for rent

750 N. Center Ave., Somerset. High-volume traffic next to Maggie Mae's. Formerly Elite Kitchen and Bath.

Office Space Available (814) 443-4477

Commercial office space available

Lovely renovated historic building steps from the courthouse. 214 E. Union St., Somerset. Law office of Marci L. Miller. Call (814) 443-4477 for more information.

Indian Lake Resort & Banquet Center (814) 701-8877

For sale/lease

Indian Lake Resort & Banquet Center. Includes bar/lounge, dining room, banquet center and 32 guest rooms. Contact (814) 701-8877 or tlstclair@yahoo.com.

Angelitto Passaniti (814) 445-7019

For Rent

860 sq. ft. on main floor at 118 W. Main St., uptown Somerset. Includes off-street parking.

Office Space For Rent (814) 444-9070

Office space for rent

1,100 sq. ft. space for rent at Suite 109 in the Georgian Place, Somerset. For more information, call (814) 444-9070.

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The Chamber Classifieds

KASHURBA WEB DESIGN GROUP LLC

Offering professional website redesign services. Our websites are custom designed, optimized to show up on Google, affordable to maintain and easy to update! We also build business Facebook pages and provide Internet marketing services. We've been building websites in Somerset for over six years. Our office is located on South Center Avenue in Somerset.

113 S. Center Ave., Somerset

(814) 279-8507

kashurbawebdesign.com

email: joe@kashurbawebdesign.com

SCOTT C. ASH VISUAL COMMUNICATIONS

Providing marketing communications, graphic design, website development, digital media production services. Offering tradeshow displays, printing, signage design and products. Over 25 years of communications excellence.

115 N. Edgewood Ave., Somerset

(814) 443-0592

www.myvisualcomm.com

email: scottash11@gmail.com

ADVERTISE HERE!

Looking for a new way to showcase your business or organization? Advertise your products and services through the ChamberClassifieds. Reach more than 1,000 potential customers through the Chamber's newsletter. Call (814) 445-6431 to learn more.

Available Commercial Space

**Berkshire Hathaway Home Services
The Preferred Realty
(814) 443-4858**

398 W. Patriot St., Somerset

Large 2,577 sq. ft. brick building located in the heart of Somerset. Currently operating as an antique store. Includes 2-car garage, off-street parking and apartment on 2nd floor with large deck. Abundance of possibilities.
\$69,500

Contact: Ken Halverson

730-736 N. Center Ave., Somerset

Business opportunity located near PA Turnpike, restaurants, motels/hotels, and other businesses. This 16-unit motel also includes a 2-bedroom, 1-bath residence, parking area and newer metal roof.
\$315,000

Contact: Ken Halverson

1936 Stoystown Road, Friedens

34,514 sq. ft. brick building has 14 large rooms, large cafeteria, commercial kitchen including stainless steel equipment, gymnasium, office spaces and loading dock. Previously Friedens Elementary School.
\$297,000

Contact: Ken Halverson

821 W. Main St., Somerset

Well-maintained large brick building has office space on the main floor and basement. Includes 7 offices, conference rooms, 2 restrooms, kitchen and a 2-bedroom apartment. Paved parking in front and rear including 2 garage bays. High-traffic area along Main Street.
\$159,500

Contact: Ken Halverson

105 E. Main St., Somerset

Turn-key business opportunity in the heart of Somerset! This restaurant is well recognized around town with additional dining room on 2nd floor as well as outdoor dining. Third floor apartment. All restaurant equipment included.
\$239,000

Contact: Ken Halverson

339 W. Union St., Somerset

Well located away from the hustle and bustle, this 1-story office building stands tall regarding past history, present availability and future possible uses! Good visibility, layout and fenestration and its condition is move-in ready. Includes some off-street parking.
\$175,000

Contact: Rita Halverson

**Commercial Space Available
(814) 233-1434**

Office and warehouse rental space

1120 Miller Picking Road, Davidsville. Located off Route 403 and close to U.S. 219 interchange. Includes front entrance with receptionist area, conference room, kitchenette, office space, employee lounge, restrooms and warehouse. Receiving bay with garage door. 18,010 sq. ft. with 2 overhead doors with operators. 3 roof mounted heat and AC. 3 Phase power. Available for lease February 1, 2018.

Land available

7.49 acres at 1120 Miller Picking Road, Davidsville. Great industrial commercial site off Route 403 and close to U.S. 219 interchange. Public sewage and public water.

**Howard Hanna Geary Real Estate
(814) 445-6587**

Stoystown Road, Friedens

#2507C Endless possibilities exist with this commercial listing. Includes a steel building with 18-20 ft. ceilings and 20,000 sq. ft. Also over 100 undeveloped acres. Excellent location, close to the PA Turnpike, Route 219 and other major roads.
\$950,000
Call Bernice Lape.

Lincoln Highway, Stoystown

#2505C Ready for you to start a new business. Very clean 6,000+ sq. ft. former auto body shop. 334 ft. of frontage along Lincoln Highway with an average 6,800 vehicles per day. Only a third-mile from Route 219-Lincoln Highway interchange.
\$239,000
Call Sue Koontz.

Somerset Pike, Boswell

Parking for 75+ cars, restaurant seating capacity of 230, bar seating of 30+. Banquet facilities, private rooms for larger parties.
\$224,500
Call Joe Geary.

Business Opportunity

The current owners created and opened the doors 19 years ago and they'd like to pass this successful business opportunity on to someone else. Top floor has 3-bedroom apartment.
\$169,000
Call Bernice Lape.

Confluence B&B

Confluence House Bed and Breakfast has been welcoming guests for over 14 years. The house has 5 well-appointed guest/bedrooms and 4 bathrooms, living room, separate dining room, breakfast room, commercial-grade kitchen and detached garage with additional finished space. The home is being offered fully furnished, including indoor and outdoor furniture, appliances, artwork, dishes, linens, inventory and more. Choose to use this as a turn-key B&B or as a private resident. Start enjoying all that Confluence and the surrounding area has to offer.
Offered at \$384,000
Call Sue Koontz.

Stoystown Road, Somerset

#2520M A 4-unit apartment building along with a mobile home pad. Good rental history. All units rented except one that is currently being renovated. Mobile home pad also rented. Public sewage, well water on 2.296 acres.
\$124,000
Call Connie Weyant.



**Tuesday,
November 6**

Board Member Profile

Tom Lear

Company: Fairfield Inn & Suites

Phone: (814) 701-2829

Email: tom.lear@marriott.com

Educational background: Mount Aloysius graduate with a degree in hotel/business management

Work experience: More than 30 years in the hotel industry,

including as sales and general manager

Interests: Travel, golf and Civil War history

Board term: August 2018 - November 2021



Tom Lear

Website hits for Sept. 1 – Oct. 17, 2018

Total website hits: 6,569

Total pages viewed: 24,486

Total visitors: 5,401

Home: 3,810

Calendar: 2,590

Tourism: 1,380

Member Directory: 930

Farmers & Threshermens Jubilee: 777

Member Directory - Lodging: 302



Confluence PumpkinFest: 265

2018 Fairs & Festivals Brochure: 262

About: 240

Contact: 239

Social media likes and followers

 Facebook: 2,484  Twitter: 1,263

 Pinterest: 146  LinkedIn: 251

This holiday season,



KEEP OUR ECONOMY STRONG!

Think Local

BEFORE YOU BUY

SOMERSET COUNTY CHAMBER OF COMMERCE

Somerset County Chamber of Commerce

601 N. Center Avenue, Somerset, PA 15501
(814) 445-6431 FAX (814) 443-4313
E-mail: info@somersetcountycommerce.com
Website: www.somersetcountycommerce.com

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raldom@somersetcountycommerce.com

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sandyb@somersetcountycommerce.com

Communications Coordinator..... Sheena Baker
sheenab@somersetcountycommerce.com

The Somerset County Chamber of Commerce Accepts
These Major Credit Cards:



Upcoming Chamber events

- Nov. 13 78th Annual Somerset County Chamber of Commerce Dinner, 5:30 p.m., Seven Springs Mountain Resort, 777 Waterwheel Drive, Seven Springs
- Dec. 6 Sugar Grove Antiques Mixer, 5 to 7 p.m., Sugar Grove Antiques, 309 Georgian Place, Somerset
- Dec. 11 Fund Raising in the Fast Lane, 6 to 8 p.m., ServPro of Somerset County & Westmont, 373 S. Pleasant Ave., Somerset



2019 Tourism Grant program

Applications for 2019 Tourism Grants are available on the Laurel Highlands Visitors Bureau (LHVB) website, www.laurelhighlands.org/grant. The purpose of this grant program is to increase visitation, enhance the visitor experience and increase overnight stays in Fayette, Somerset and Westmoreland counties. A percentage of each county's room tax is allocated to a grant program specifically established to support the county's tourism assets. The LHVB is the administrator of the grant programs, overseeing the documentation process and compliance with guidelines. Grants are subject to audit each year, and grants are disbursed at the direction of the grant committee designated by each county. All applications must be received by or delivered to the LHVB by 4:30 p.m. Nov. 16. Granting decisions will be determined and notification will be announced in January. For more information, contact Georgia Robinsky, grant administrator, at grobinsky@laurelhighlands.org or (724) 238-5661, ext. 115.

