### **NOVEMBER 2014**

# **Monthly Newsletter**

# 8th Annual Sample Norwin Event

**Business**. ommunity People" EO ovide services grams for business, munity and education. 863-0888



Thank you to our wonderful sponsors, committee and volunteers. Without you, these events would not be a success!

#### **Event Sponsors:**

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Albanese Sinchar Smith & Co. FASTSIGNS Juniper Village at Huntingdon Ridge Transitions Healthcare North Huntingdon

**Beverage Sponsors: Duncan Financial Group** Graney & Company. CPA Irwin Business & Professional Association

Sound System Provided by: Main Street Music & Sound

Program Sponsor: Metal Photo Service

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#### **Prize Sponsors:**

Albanese Sinchar Smith & Co. **Barto Family Chiropractic Celebrate YOU Boutique Mixes Galore** Monster Mini Golf Synergy Salon & Day Spa Transitions Healthcare North Huntingdon Wash World Express, LLC Westmoreland Community Federal Credit Union

Photographer: Infinite Pose-abilities Photography & Video

#### **Committee and Volunteers:**

Mike Rothermund - Big Frog Custom T-Shirts & More Tammy Dunnivan - Transitions Healthcare North Huntingdon Nevin Harris - The Waiting Game of Norwin Eric Reese - Mr. Electric Cari Kocinski - RE/MAX Realty Access Barb and Bill Gulick Gayleen Fisher Cathy Schehr Norwin High School FBLA, Student Council and Jr. ROTC













Valley Pool & Spa Halloween Dreams to Screams Costume Store Ribbon Cutting

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# **Member Kudos**

### Member: PA State Representative George Dunbar

**Kudos:** Representative Dunbar was honored to be recognized with his second consecutive Guardian of Small Business Award for his 100 percent small business voting record during the 2013-14 legislative session by the Pennsylvania chapter of the National Federation of Independent Business (NFIB). During the past two year, Representative Dunbar has fully supported small businesses on a wide variety of key issues to help them grow and succeed, including his legislation that was signed into law to shield PA job creators against being double-taxed by various municipalities (Act 42 of 2014) and the elimination of the death tax on small business assets (House Bill 465).

### Member: Synergy Salon & Day Spa

Kudos: Synergy Salon & Day Spa would like to welcome Mandi Morgan to our staff! Mandi is joining us as our new nail technician. From acrylic nails to nail art, Mandi enjoys implementing the latest styles. Please join us in welcoming her!

### Member: Synergy Salon & Day Spa

Kudos: Synergy Salon & Say Spa is celebrating its 6th year in business! Congratulations Ashley and staff!

### **Member: Norwin School District**

**Kudos:** WTAE-TV visited Norwin High School in October for their "Home Field Advantage" segment. It was scheduled to air Friday, October 10, 2014 between 5 and 7 a.m., and should also be archived on the station's Web site for later viewing. As you can tell from the photo, there was a good bit of student enthusiasm during the filming of the segment. GO Knights!

### Member: Lisa Zaucha - State Representative George Dunbar

**Kudos:** Lisa was recently accepted into the Anne B. Anstine Excellence in Public Service Series, a women's leadership group focused on public service. There is a very competitive application process and only 17 women from across the state are chosen to be part of this very exclusive group. Their focus is affecting public policy. Anstine trains and supports women who want to get into decision-making positions at all levels of government. Congratulations Lisa on being awarded a spot in this year's class!

### Member: Juniper Village at Huntingdon Ridge

**Kudos:** Juniper Communities is proud to announce that there are four new professionally certified dementia practitioners on the Juniper Village at Huntingdon Ridge campus. The four certified practitioners include Tammy Long - Executive Director, Michelle Charlton - Director of Wellness, Muriel Myers - Wellspring Program Director and Brittany Coulter - Wellspring Connections Director. The National Council of Certified Dementia Practitioner (NCCDP) provides Certified Dementia Practitioner certification to demonstrate achievement of specialized training in the areas of Alzheimer's and Dementia care. Specifically, the Certified Dementia Practitioner (CDP) is the earned credential that recognizes the highest standard in Alzheimer's and Dementia education. "We congratulate these Huntingdon Ridge Certified Dementia Practitioners who have taken the added steps in learning and understanding the Dementia resident and complications that arise with this diagnosis. Certification demonstrates their commitment to working with the growing Alzheimer/Dementia sub-population. These CDPs and the entire Huntingdon Ridge staff are able to provide enhanced psychosocial support to their residents and their families," commented Linda Donato, Regional Director of Operations. For more information about Juniper Village at Huntingdon Ridge call 724-863-2600.

### Member: Juniper Village at Huntingdon Ridge

**Kudos:** Born and raised in the North Huntingdon area, Tierney Guarascio has been appointed the Director of Community Relations at the two building personal and memory care campus of Juniper Village at Huntingdon Ridge. The DCR role consists of sales, marketing and admissions. Tierney's day-to-day activities include regular contact with referral sources, tracking inquiry information and timely responses to inquiries, assisting families through the admissions process, and being involved with the community at large. "I am excited to be the face of Juniper as I work with external marketing and referral sources. Key components of this position are introducing families to Juniper Village during tours and assisting them through the admission process," she said. For more information, contact Tierney at 724-863-2600. Congratulations Tierney!















# **Knowledge Is Power**

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### WHAT ABOUT MY ATTORNEY'S FEES?

You had a contract. You provided goods or services as agreed. The other party has not paid. Cordial negotiations have broken down, and you are at a standstill. Now what?

Almost every business owner will, sooner or later, be confronted with the dilemma of the non-paying customer or client. Typically payment issues are resolved via phone calls or payment plans or other nonlitigation alternatives. But when the "check in the mail" does not arrive (again), the phone calls go unreturned and your invoices ignored, it is time to contemplate litigation.

When discussing the possibility of litigating a contract matter for non-payment, two questions invariably arise, "How much will this cost me?" and "May I recoup my attorney's fees?" The answer to that second



question, whether you can recover the amount of money you paid your lawyer to get the money you were owed, is, like most legal answers, "it depends".

The general rule in Pennsylvania is that absent a statute or agreement to the contrary, each party in litigation is responsible for its own attorney fees. Other countries have "loser pays" rules, but we don't live in those countries. Furthermore, your typical contract dispute does not implicate a statute or law that provides for the award of attorney's fees.

Now, notice I wrote, absent statute "or agreement". This is where you and your attorney can provide for the recoupment of attorney's fees in a successful contract action. If your agreement is important enough to put on paper, whether it is a formal contract document or a proposal (with acceptance indicated by a signature), then your agreement is important enough to provide for attorney's fees in case of non-payment.

You are already negotiating terms and conditions in your agreement. Your agreement provides

for quantity or quality of goods sold, type or level of services to be provided and price and payment terms. You can easily protect yourself in the event of litigation by inserting a provision that provides for the payment of reasonable attorney's fees in the event of nonpayment or default.

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Assuming that all of the other legal conditions for a valid contract are present, if there is a provision for reasonable attorney's fees, there is not a court in Pennsylvania that will refuse to award those fees upon successful conclusion to your contract lawsuit. Similarly, there is not a court in Pennsylvania that will award you attorney's fees in the absence of such a provision.

Absent an attorney's fee provision many contract disputes involving \$3,000-\$10,000 are not cost effective to litigate with a lawyer. You should have your attorney review your current standard contracts or proposals to ensure that an enforceable attorney's fee provision is included.

Wishing you a safe and prosperous Fall Season. Please don't hesitate to contact me with any legal questions you may have.

Brendan Keith Petrick, Esquire

## American Cancer Society - Look Good Feel Better Program

The Look Good Feel Better program was founded and developed in 1989 by the Personal Care Products Council (at the time called the Cosmetic, Toiletry and Fragrance Association, or CTFA), a charitable organization supported by the cosmetic industry, in cooperation with the American Cancer Society (ACS) and the Professional Beauty Association (or PBA), a national organization that represents hairstylists, wig experts, estheticians, makeup artists, and other professionals in the cosmetic industry.

All cosmetology volunteers who are part of the program attend a 4-hour certification class to become a Look Good Feel Better volunteer.

Look Good Feel Better is free, non-medical, and salon and product neutral. Volunteers and program participants do not promote any cosmetic product line or manufacturer. All cosmetics used in the group program have been donated.

#### **Group workshops**

The Look Good Feel Better group workshop is a 2-hour, hands-on workshop which includes:

- A detailed description and demonstration of the 12-step skin care and makeup program
- Instruction on options relating to hair loss, including wigs (types/care), turbans, and scarves, nail care
- Helpful suggestions on clothing and ways to use flattering colors and shapes, as well as ways to camouflage areas of concern during cancer treatment.

Each patient participating in a group workshop receives a free kit of cosmetics, donated by the cosmetic industry, to use as tools to learn techniques during the program and take home. A group program typically includes 6 to 10 patients and several volunteer licensed beauty professionals who conduct the workshop.

#### **One-on-one salon consultations**

For patients who are unable to go to a group workshop, a free, one-time individual salon consultation with a volunteer cosmetologist might be available in their area. During these sessions, women use their own cosmetics to learn the same techniques taught in group sessions.

#### At-home materials for women

The Look Good Feel Better program at-home materials are available for patients who can't attend the program. The at-home materials are available for free by calling 1-800-395-LOOK (5665). The at-home video can also be found at lookgoodfeelbetter.org. These materials include

- One 30-minute DVD, Look Good Feel Better At Home Guide to Confidence and Beauty
- A step-by-step Look Good Feel Better patient guide (the same booklet as in the cosmetic kits)
- A virtual makeover tool at lookgoodfeelbetter.org
- The LGFB Beauty App for iPhone and iPad
- An evaluation form

The DVD features:

- Appearance-related side effects of cancer treatment
- Detailed skin care information
- How-to makeup tips
- Wig information
- Pointers on head coverings

The patient guide also covers all of the topics listed above plus nail care.

Materials are also offered in Spanish, and bilingual programs are available in some areas.

For more information, call our toll-free number, 1-800-395-LOOK (1-800-395-5665) or visit the Look Good Feel Better website at www. lookgoodfeelbetter.org.

#### At-home materials for men

At-home materials are available for men dealing with cancer-related appearance changes. Information is online at lookgoodfeelbetterformen.org under Programs. There is also a Look Good Feel Better for Men brochure (item #4663.76) which can be ordered through the Look Good Feel Better toll-free number, 1-800-395-LOOK (5665) or through your local American Cancer Society office.

The brochure is for men who are getting chemotherapy or radiation treatment. It gives them information on how to deal with the way treatment and side effects can change the way they look, as well as other useful information. The brochure also features a tear-out sheet of steps to help men with their daily skin and hair care routines. This brochure is available in English and Spanish.

# **Member Spotlight**

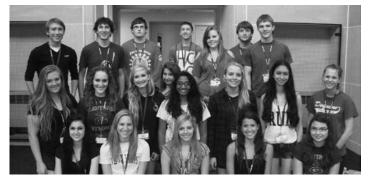
## Pennsylvania Free Enterprise Week 2014 - A record breaking summer!

Have you ever heard of more than 2,100 high school students giving up a week of their summer vacation to attend business camp? More than seventy area students representing eight local high schools did just that, by participating in Pennsylvania Free Enterprise Week 2014. Each student attends the program on a full scholarship donated by businesses and organizations within the community. Pennsylvania Free Enterprise Week brings students from across Pennsylvania to Lycoming College and Pennsylvania College of Technology, both in Williamsport, PA, each summer to participate in one of their five one-week programs.

PFEW is designed to give today's youth a better understanding of our free enterprise system and how businesses operate and succeed with it. When a student arrives at PFEW, he or she is put into an imaginary company with approximately 18-20 other students. These companies will spend their week as part of a new management team where they will name this new company, which produce's anything from cellular phones or backpacks to tooth brushes or skateboards, just to name a few. This new management team makes decisions on the cost of their product, the amount to spend on marketing, budgets for production, research and development, stock offerings, and market strategies. The company also puts together an advertising campaign completing the decision-making that managing a business typically demands.

Several competitions take place during the week, including a computer-driven business simulation, a stockholders' presentation, an advertising presentation, and in an attempt to release the days' stress an executive fitness competition (volleyball). In addition to these competitions, there are numerous speakers that discuss topics such as the relationship of business and government; leadership and management skills; setting and achieving goals; money and baking; environmental issues; business ethics; personal motivation and more.

Plans for PFEW 2015 are already underway. If you or anyone you know is interested in receiving information, you may write or call Michelle Warofka, Manager of Schools, Pennsylvania Free Enterprise Week, 3076 West 12th St., Erie, PA 16505, e-mail info@pfew.org, call (814) 833-9576, or visit www.pfew.org.



More than seventy students from Westmoreland County participated in PFEW 2014. Pictured here, are a few of the Westmoreland County students that attended during Week IV at Penn College this summer.

# **New Member Corner**



BYT Construction, LLC Tim Javorski 724-863-9224 email: bytconstruction@yahoo.com Home improvement, construction and home repair

## **Close To My Heart**

Chris Miller email: scrappingwithchris@gmail.com www.scrapwithchris.ctmh.com Providing quality scrapbooking and stamping products

## Green Dream Landscapes, LLC

Mario Basara and Paul Skrgic 724-446-1742 email: greendreamlandscapes@gmail.com www.greendreamlandscapes.com All landscaping, snow removal and outdoor needs.

On The Rock Design

Scott Mizener 724-992-3650 email: smizener@ontherockdesign.com www.ontherockdesign.com Providing small businesses with print/web design and local marketing consultations.

## **NOVEMBER CALENDAR OF EVENTS:**

DATE:	MEETING:	TIME:	LOCATION:
5	Networking Luncheon	11:30 a.m.	DeNunzio's Restaurant Jeannette
11	Executive Board Meeting	8:00 a.m.	Chamber Office
11	Networking Orientation	11:30a.m.	Chamber Office
12	Business Mixer	4:30 p.m.	Redstone Highlands
12	Irwin Borough Council Meeting	6:00 p.m.	Council Chambers
13	C.A.R.E.	7:30 a.m.	Chamber Office
18	Board of Directors Meeting	7:30 a.m.	Chamber Office
18	Cash Mob	11:30 a.m.	Pitt Industrial/Christmas Shop
19	N. Huntingdon Township Commissioners	7:00 p.m.	North Huntingdon Townhouse
19	Cocktails & Conversation	5:00 p.m.	Cafe Supreme

## **DECEMBER CALENDAR OF EVENTS:**

DATE:	MEETING:	TIME:	LOCATION:
4	Networking Luncheon	11:30 a.m.	Redstone Highlands
9	Executive Board Meeting	8:00 a.m.	Chamber office
10	Holiday Mixer	4:30 p.m.	Shidle Lodge
10	Irwin Borough Council Meeting	6:00 p.m.	Council Chambers
11	C.A.R.E.	7:30 a.m.	Chamber office
16	Board of Directors Meeting	7:30 a.m.	Chamber office
17	N. Huntingdon Township Commissioners	7:00 p.m.	North Huntingdon Townhouse

# **Save The Dates**



Quarterly Networking Orientation Norwin Chamber Office

Tuesday, November 11, 2014

11:30a.m. - 1:00p.m.

FREE to Attend, Lunch catered by Chick-fil-A Greengate Centre

Open to new members, employees, prospective members and current members.





At North Huntingdon EMS/Rescue

## Saturday, November 15, 2014

### 9:00a.m. - 12:00 Noon

\$20.00 per person

**Only 12 Spaces Available!** 



Annual Holiday Mixer

At Shidle Lodge (415 Main Street, Irwin)

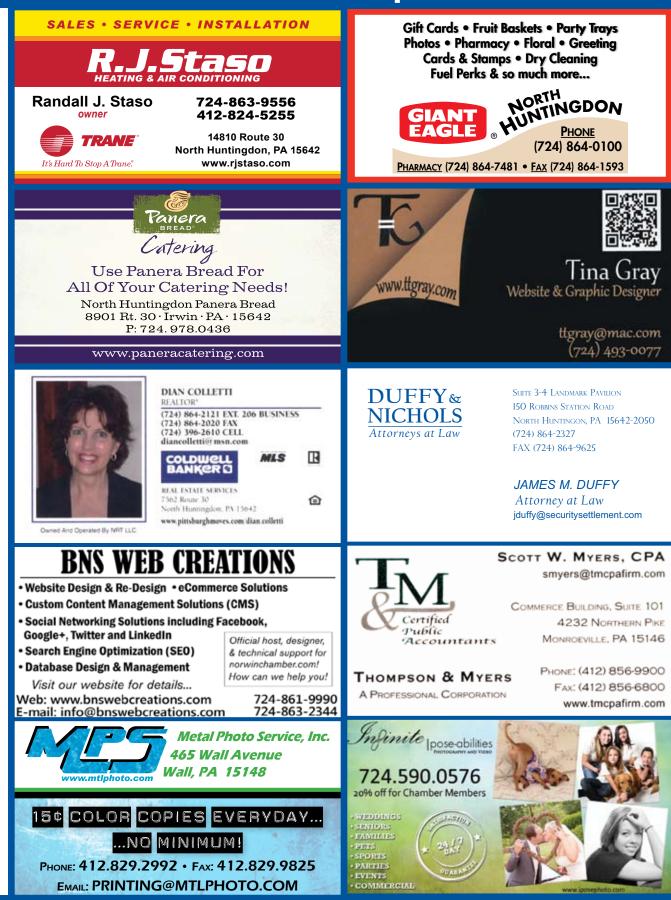
## Wednesday, December 10, 2014 4:30p.m.- 6:30p.m.

\$5.00 per person (free for children 12 or under)

Includes food buffet, desserts and beverages

# **Chamber Marketplace**

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# **Chamber Marketplace**



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