



The *Strong* Connection

Your Business Partner

March/April, 2017

THE OFFICIAL PUBLICATION OF THE
ALLE KISKI STRONG CHAMBER

AK Strong Chamber Golf Outing

Summer is a time for enjoying the great weather, and the Chamber's Annual Golf Outing is the perfect opportunity for the business community to come together for some fun in the sun. The event includes 18 holes of golf, great food, stellar prizes and of course lots of fun. Join the Chamber for a relaxing day on the course at one of the largest networking opportunities of the year. This event guarantees something for everyone.

This year's golf outing will take place on Friday, June 16 at Lenape Heights Golf Resort.

The AK Strong Golf Outing is a full day of networking opportunities with a worthy client, prospective client or star employee. This is a wonderful opportunity to meet in a relaxed atmosphere.

Registration includes:

Driving Range & Putting Green
Green Fees for 18 holes with carts
Light Breakfast
Lunch Buffet
Steak Dinner
On course beverages
All Awards & Prizes



Not a big golfer? Join us for dinner! Registration includes dinner with fantastic networking.

The AK Strong Golf Outing will offer very affordable ways to put your company's name in front of business people as they make their way around the course with a Sponsorship! There will be Sponsorship levels to fit into any ones budget. We will be offering Hospitality Package Sponsors. As a Hospitality Sponsor you will provide an item for every attendee's gift bag and garner attention for your company.

For more information on this FANTASTIC event and Sponsor information please contact the chamber at: 724-224-3400 or lynda@akstrong.com

Visit our website at www.allekiskistrong.com



Alle Kiski Strong Chamber

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RE/MAX Dynamic REALTORS

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“The Strong Connection” newsletter is published by the Alle Kiski Strong Chamber. Advertising and news articles from members are accepted with all material subject to approval.

ADVERTISING RATES:

Business card: \$50 * Inserts: \$100
Sponsorship Ad: 1/2 page back cover: \$200

Alle Kiski Strong Chamber
308 Pittsburgh Mills Circle
Tarentum, PA 15084

Phone: 724-224-3400
Fax: 724-224-3442

CALENDAR OF EVENTS

Coffee & Connections Heritage Hospice

March 22, 2017

8:30 am to 10:00 am

2400 Leechburg Road, New Kensington, PA 15068

FREE for Chamber Members

Senator Don White Luncheon

April 5, 2017

Belmont Complex (415 Butler Rd., Kittanning, PA)

11:30 am—1:00 pm

\$25.00 pp chamber members

\$30.00 pp non chamber members

\$100 Sponsorship

Coffee & Connections

Allegheny Valley Hospital

April 6, 2017

8:30 am to 10:00 am

1301 Carlisle Street, Natrona Heights, PA 15065

FREE for Chamber Members

Coffee & Connections

Consulate Healthcare of Cheswick

May 22, 2017

8:30 am to 10:00 am

3876 Saxonburg Blvd., Cheswick, PA 15024

FREE for Chamber Members

AK Strong Chamber Annual Golf Outing

June 16, 2017

Lenape Heights Golf Resort

8:30 am Registration—10:00 am Shotgun Start

\$100 per golfer

Light Breakfast, Lunch Buffet & Steak Dinner

All Day Beverages, Awards & Prizes

Riverbration—American Power Boat Races

August 18, 19 & 20, 2017

Kittanning River Front Park

Racing, Entertainment & Vendors

Sponsor Opportunities Available

Vendor Space Available

CHAMBER NEWS

Coffee & Connections Johnny Carpet

February 7, 2017
233 Fifth St., Freeport, PA
724-540-5263
www.johnnycarpet.com



Meet-N-Move with the Butler Co. Chamber

March 7, 2017

Thank you Sponsors:

Advance Wellness & Education Center
Alliance for Nonprofit Resources



Leadership Alle Kiski Valley

February 2, 2017

Government Session

Special Guest John Delano

LAKV is a nine-month leadership skill building, business networking and community service program. Participants meet and talk with government, business and community leaders to better understand the opportunities and successes in our region. Focus is placed on leadership skills that can be applied in the workplace. Employers who sponsor their employees' participation benefit from informed and engaged employees with enhanced professional networks.

More information or register for an upcoming class :

Michele Pastrick, LAKV Program Manager

724-681-4109 or info@lakv.org

www.lakv.org



(Attending the Meet-N-Move pictured below:
AK Strong Board of Directors, Pat Hollinger, Ron Scanlon,
& Debbi Askin)



CHAMBER NEWS

Busy Beaver HomExpo

sponsored by **Thermo Twin Industries, Inc.**

February 17, 18 & 19, 2017

The Galleria at Pittsburgh Mills



Thank you

Vendors, Crafters, Entertainers & Authors
You have made the 2017 show the BEST show ever!

Thank you Sponsors

Busy Beaver Building Centers

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bill Merola Plastering & Insulation Company

Style-Rite Kitchens

Dan Zerick Painting

Amber Woods



A Special Thank you

The Galleria at Pittsburgh Mills
and their employees and all the volunteers
that help make this show possible

CHAMBER MEMBER NEWS

Kafa Buna

Kafa Buna is a café, coffee and tea shop based in New-Kensington, Pittsburgh with a vision to serve the local community with the finest in Ethiopian coffee and teas. Journey to the birthplace of coffee with our Ethiopian Blends and experience a rich, robust flavor like never before. Inhale the floral aromas, spice notes, and distinctive flavor that's as enjoyable iced as it is hot. Arabica coffee, or *jasminum arabicum laurifolia*, has always grown wild in the forests of the south-western highlands of the Kaffa and Buno districts. Brewed cold or double strength then served over ice, this coffee is your recipe for refreshment. Ethiopia, birthplace of Arabica coffee, and is home to some of the most diverse varieties on the planet.

Perfect for meetings or just a place to relax, we are open Monday through Saturday. At Kafa Buna we invite you to experience Ethiopia through the cup!

Green Seven Technologies

Green Seven Technologies is a Managed IT Services Provider that works with mid-size businesses, nonprofit organizations, manufacturing and municipalities in western PA that are seeking a customized approach to managed IT services and cloud computing to organizations that don't have a dedicated IT department in place. We offer 24/7 remote monitoring and a Guaranteed SEVEN Minute Response. With a fixed monthly fee, and a month-to-month service agreement, we can help our clients reduce their annual IT costs by 40%.

For larger companies, through a hybrid Co-managed Service Desk platform, Green Seven Technologies works in partnership with a company's internal IT department bringing best practices and technology support to move a customer's IT environment from reactive to proactive. This program is designed to work with companies that have their own IT person or department; not to replace existing IT personnel but to increase internal capabilities with 24/7 system support, maintenance and response. Co-Managed Services are flexible and customizable to fit a company's needs. From fully managed IT services for companies that don't have a dedicated IT staff to a co-managed partnership working in tandem with your

internal IT department, we can customize a program to fit your needs. Call 412-224-1177 or email jmarkey@teamgreen7.com to request your Free Network Assessment.

Crane's Landing / J. Krukar Construction Co.

Build a Home that is uniquely Yours with lasting beauty & structural integrity in our quiet secluded Residential Development, "CRAN'S LANDING". It's located just one minute from the Rt. 28 & 422 exchange in Kittanning, which is just 40 minutes north of Pittsburgh. We're the exclusive Builder & have an excellent reputation for our expert workmanship & customer satisfaction.

You can also contact us for any of your building needs from Residential to Commercial. Joe Krukar has been in the building Industry for over 30 years & he values the trust that customers place in him to build a custom Home or Commercial Project that everyone can be proud of!

J. Krukar Construction Co.

110 Woodland Dr., Kittanning, PA 16201

724-545-9665

Joe_jkrukarconstruction@comcast.net

www.jkrukarconstruction.com

PA002935

Richard G. Snyder YMCA Campus

Membership Benefits

Free group exercise classes (aquatic classes included)

Free Coaching Connection program with your own coach to help you get started

Free orientations to learn how to use the cardio and strength training equipment

Priority program registration including convenient online registration

Reduced rates on programs including swim lessons, youth sports, and more

Access to free on-site Child Watch & Youth Center, while you work out

20/20 Member Loyalty program to reduce your monthly fee for referring a new member

My Y is Every Y Program: bring your membership card and photo ID and enjoy free access to almost every Y in Pennsylvania

Three free guest passes per year to share with your Y with friend and family.

1150 N. Water Street, Kittanning, PA 16201

724-545-9622 www.rgsymca.org

What Zone Are You In?



Do you find as a small business owner that you often feel like you are peddling as fast as you can and are going nowhere, or not near as far as you had hoped? Many of us do. **Effective time management and the development of solid people skills will help you set yourself for success and accomplish more.**

As a business owner it is important to have people skills. Knowing how to handle other people has a large part to do with how successful you are in in life, as well as business. Many people overlook the fact that these skills also involve you. Recognizing gaps in your own skillset or knowledge base is the first step to becoming better and more efficient at running your business.

Step Out

Becoming more efficient starts by setting goals that are above your abilities. While this sounds crazy, it forces you to improve. Let's look at **three personal zones** that you can achieve when setting goals – the **comfort zone**, the **stretch zone**, and the **extreme zone**.

By staying in the **comfort zone** you essentially stop your learning process. You remain comfortable in the status quo. You have your set clients and you're happy. Nothing rocks the boat right? As methods of doing business and technology change, you choose to resist change. Efficiencies that come with those technologies are lost and you continue to work harder, but accomplish the same amount or less due to increasing demands. Perhaps during that time one of those long term clients decides to take a different, more progressive direction and leaves you behind.

As you step into the **stretch zone** you begin to stretch your abilities. This is where you push the envelope on what you are comfortable with. You have stretched your knowledge base and with guts and fortitude learned how to accomplish these tasks in new ways. As you continue to learn new things, you may receive more responsibility at work, or develop a new product line if you're a business owner. These things didn't appear to be viable without the stretch so you've opened yourself up to new possibilities and opportunities.

Last we have the **extreme zone**. Entering this zone can be dangerous as you are reaching into an area where you simply don't have the skill set necessary to be successful and thus can set you and your self-confidence back. You can't go from couch potato to a triathlon participant in a week. Without proper training, sacrifice and learning how your body reacts to this preparation, you set yourself up for failure.

How you venture into the stretch zone depends on your personality. Some people prefer to take small steps while others jump in with both feet. Reaching into this zone will help to build your confidence and enable you to gain skills that will allow you to move onto tasks that perhaps were originally in the extreme zone. Knowledge is king.

Set goals.

Setting goals helps to keep moving you forward toward reaching that goal. Attainable goals that are set with deadlines will also force to keep you to stay on track and measure your results. The 80/20 rule is also called the “Pareto Principle” named after its founder, the Italian economist Vilfredo Pareto from 1895. What this means is that 80% of result comes from 20% of the focused effort.

Our daily to do lists can be overwhelming and it’s tempting to complete small tasks throughout the day, but at the end of the day, feel like we’ve not accomplished anything. Setting focused goals and blocks of time in your schedule when you’re fresh and where you’re laser focused can help you achieve those goals. Successful people work toward their top two or three goals all the time.

Often goals can be overwhelming and leave you wondering where to start. Fortunately there is a simple solution. Just as dissecting a big project, breaking your goal down into smaller segments with target dates can help to make the goal seem more achievable.

While at times you may feel like these smaller goals are insignificant, be sure to step back every now and then and look at the bigger picture. **So tell me...are you ready to stretch?**

About the author: Autumn Edmiston is the CEO and owner of the Edmiston Group. The Edmiston Group is a multifaceted Pittsburgh based marketing consulting firm providing senior level marketing management services to businesses and non-profit organizations on a short or long term basis. Core areas of service are business development, marketing, strategic planning and public relations. The Edmiston Group has consistently delivered and implemented real-world, proven business marketing ideas and strategies for business growth.





PO Box 364

Kittanning, PA 16201-0364

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www.AlleghenyRiverDevelopment.org

724-954-4976

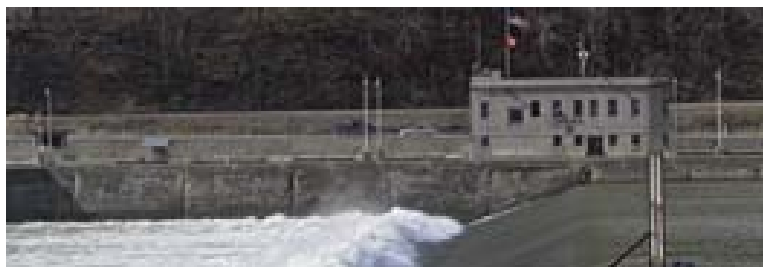
ARDC is an all-volunteer non-profit organization that funds lock operations for recreational boating on the Upper Allegheny River, a service that benefits all boaters in the region. Lock operations are federally funded based on levels of commercial traffic. Loss of commercial river use caused the closing of Locks 6, 7, 8, & 9 and continues to see reduction of services at Locks 5 & 4. ARDC is committed to continue to fund lock operations because of the intrinsic social, economic and quality of life value that recreational boating brings to all of Western Pennsylvania.

Recently we have been made aware of two studies - one done by the US Army Corps of Engineers that addresses the disposition of the locks on the Allegheny, and the second by American Rivers, that seeks to remove the locks from the Allegheny River.

ARDC, along with a host of boaters, industries, business, economic development groups, stakeholders, tourism interests, municipalities and local government officials, is extremely concerned with the focus and direction of these studies and we are seeking the input and support of everyone with an interest in maintaining the quality of life afforded us by the ability to freely use the navigable waterway we now know.

We request letters of support for the maintenance of the lock and dam system currently in place and ask that you request funding for the maintenance and repair of these facilities. We also ask that you encourage your US Representatives to work to change the funding mechanisms for locks and dams to include the enormous economic impact of Allegheny River recreational boating and NOT JUST commercial tonnage numbers. A recent study shows that impact to be in the range of \$300,000,000 annually!

We will closely monitor these studies and keep you informed as more details become available. We appreciate your interest in these developments. If you have questions or comments please contact us using the above email address or telephone number.



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(2017 HomExpo Highland Tire Booth)

Don't Stop Dreamin'

Celebrates Its 5 Year Anniversary on March 30

Don't Stop Dreamin', the nonprofit that fulfills DREAMS to residents in the Quality Life Services nursing, rehab and personal care homes across Western Pennsylvania, is celebrating its 5 year Anniversary as a registered non-profit on March 30. In celebration of fulfilling hundreds of DREAMS, DSD is encouraging "Wear Blue Day" on March 30 to show support for DREAMS for long-term care residents.

In addition Don't Stop Dreamin' is promoting "One Bag Makes A Difference".

Did you know that the average American throws out 70 pounds of used clothing each year? Instead of throwing out, consider recycling! Don't Stop Dreamin' has partnered with Planet Aid to locate recycling bins at all eleven Quality Life Services facilities throughout Western Pennsylvania. Planet Aid is a nonprofit organization that collects good, bad, and "downright ugly" used clothing and shoes through the yellow recycling bin program. Not only are you helping the environment, Don't Stop Dreamin' earns money for every pound of clothing and shoes that are recycled. Textiles in any condition can be recycled through the program and there's no need to separate clothes in good condition from those with holes, tears or stains. So clean out your closets and drawers, fill that bag and drop off at any of the Quality Life Services locations.

Phoenix Rehabilitation & Health Services, Inc.

Spring has ... sprung??? The spring weather has brought the early blooming of tulips and has also brought new life to PHOENIX Rehabilitation in Natrona Heights! Adrienne Zeiler has joined us as our new Facility Director. We are also in the process of some renovations and want to share the joy of all of these changes with the community that we love to serve. Please come and join us on Tuesday, May 7th at 4 p.m. for community appreciation day to meet Adrienne, say hello to the staff you've known for years and check out our new digs! Light refreshments including food and drink will be provided. Given the proximity of the date to Mother's day, we will also be collecting

non-perishable items for the Alle-Kiski HOPE Center, for battered women and children. Donations are 100% optional and not required for attendance. We hope to see you there!

20th Annual

ALLE-KISKI-CONNIE RIVERS SOJOURN

May 18—21, 2017

Join us for a scenic river adventure; paddling through the beautiful Allegheny, Kiskiminetas and Conemaugh Valleys. Share in the rich heritage of these unique waterways.

Registration and Additional Information:

Armstrong Center for Community Learning
81 Glade Drive, Kittanning, PA 16201
724-543-2599

Comforting In-Home Care

Do you have a loved one that needs some daily living assistance at home? **Comfort Keepers®** is a leading provider of non-medical in-home care that makes a difference in the lives of seniors and other adults. Home care is designed to help aging adults live a safe and fulfilling life in the comfort of their own home. Our caring caregivers follow an in-home care plan for your loved one that may include personal care and companionship services.

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Comfort Keepers® serves the areas of Fox Chapel, Northeast Pittsburgh and Allegheny Valley. Contact us today to learn more about our services or schedule a free consultation at [412-406-7667](tel:412-406-7667) or visit our website at www.pittsburgh-839.comfortkeepers.com. We look forward to helping you!

WELCOME NEW MEMBERS

EZtoUse.Com/Ogden Publishing

Cindy Broxie
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Delmont, PA 15626
724-468-3194
www.eztouse.com

EZtoUse.com is your one stop shop for your business's growth and development, offering WEBSITES & WEB SERVICES, SOCIAL MEDIA MARKETING and YELLOW PAGES both PRINT & INTERNET.

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Edmiston Group

Autumn Edmiston
4960 William Flynn Hwy
Allison Park, PA 15101
724-612-0755
www.edmistongroup.com

The Edmiston Group, a Pittsburgh-based branding and marketing firm, has consistently delivered and implemented proven business marketing ideas and strategies for business growth. The firm works with businesses to build brand identity and strategic marketing plans utilizing print, web and social media channels.

Our services include corporate identity logos, websites, brochures, social media management and other marketing materials that create a meaningful, cohesive marketing message. Hiring the Edmiston Group to oversee your marketing program will allow you to do what you do best...expand your business.

Good Samaritan Hospice

Candace Hepler
3500 Brooktree Rd.
Wexford, PA 15090
724-612-3799
www.good-samaritanhospice.org

Pivot Physical Therapy

Brian Shidemantle, PT, DPT
1300 Alabama Ave., Suite 1
Natrona Heights, PA 15065
724-602-0747
www.pivotphysicaltherapy.com

Pivot Physical Therapy is a premier provider of outpatient physical therapy services. Our therapists and support team are dedicated to providing the highest quality care, partnered with superior customer service. With numerous locations throughout Delaware, Maryland, North Carolina, Pennsylvania, Virginia, Washington DC, and West Virginia, Pivot is proud to be a leader in the physical therapy market.

We are excited about our new location in the Natrona Heights community, conveniently located at 1300 Alabama Avenue, across the street from Allegheny Valley Hospital. At our Natrona Heights office, Brian Shidemantle, PT, DPT (clinic director) and Will Koerner, PT, DPT offer outpatient physical therapy and sports medicine services. Their specialties include: acute and chronic pain, auto and work-related injuries, back pain, concussion management, pre/post-operative services, sports medicine, and TMJ dysfunction.

We accept most insurances, and our Natrona Heights front office coordinator, Kate Harthill, will greet you with a smile and will be happy to answer your insurance related questions. We offer convenient early morning and evening appointments, and will be able to see you within 24 hours.

Feel free to stop in to meet Brian, Will and Kate. If you have aches or pains, call 724.602.0747 to schedule!



The
Strong
Connection

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