



Greater Latrobe-Laurel Valley Community Chamber of Commerce

THE CHAMBER PAGE

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GLLV Chamber spotlights Relay for Life at recent mixer

The fight against cancer is a 24/7/365 battle, one that's been going on for many years and one that continues with no cure on the horizon. It's appropriate that one of the American Cancer Society's biggest fundraisers each year, the Relay for Life, is a 24-hour event.

Representatives of the ACS headlined the non-profit organizations at the Greater Latrobe-Laurel Valley Community Chamber of Commerce's monthly Business After Hours function at Dino's Sports Lounge. Teresa Kennicutt and Julie Teslevich spoke about the organization and the services it offers for those in the fight against cancer.

"I really think the event let us talk about what we really are, expand on our story, why we do what we do, where the money and donations go," said Teslevich, a Relay for Life event leader and a kindergarten teacher at Mountain View Elementary school. "We try to get out as much as possible, talking to businesses and organizations about how people can get involved. Teresa gets out more than I do because of my job."

They also spoke about the Relay for Life, a major fundraiser for the organization that is held annually in small towns, big cities and communities in between across the country.

Latrobe's Relay will be held June 4-5 at Latrobe Memorial Stadium and is designed to bring communities together for what Teslevich calls a rollercoaster day. From the opening ceremony to the closing program the next day, there is a great deal of celebrating and remembering.

"It is important for the Chamber to support and promote local organizations like Relay for Life," said GLLV president David Martin. "Their mission touches so many families and the area volunteers' tireless work makes a big difference in the fight against cancer. It is inspiring."

Teams sign up for the event and do fundraising throughout the year. Last year that effort resulted in \$87,000 being raised. Thus far, 24 teams have registered and over \$14,000 has been raised already.

"More information about the ACS and the Relay for Life can be found at www.Relayforlife.org/paLatrobe or contact Anne.Dolinski@cancer.org or call 724-834-9081.



GLLV Chamber President David Martin, Brandon Wiser, Latrobe City Manager Wayne Jones, GLLV Chamber Media Writer Mike Dudurich, Latrobe Community Revitalization Program Board President Tim Dingman, GLLV Chamber Director of Membership Denise Martin, Latrobe Community Revitalization Program Executive Director Jarod Trunzo, and McFeely-Rogers Foundation Executive Director Jim Okonak join Erin Mullen, the manager of Cadillac Laser Center during the grand opening and ribbon cutting ceremony.

GLLV Ribbon Cutting celebrates new downtown business

A lifelong dream of a local resident came true Tuesday morning (Feb. 16) when the doors of a new business swung open in downtown Latrobe. At the corner of Depot and Alexandria Streets, in a building that once was a Cadillac dealership and a service center for Cadillacs and Pontiacs, is the Cadillac Laser Center. The business provides a number of services previously unavailable in the Latrobe area, specifically hair removal, tattoo removal and skin rejuvenation.

"We feel like we can provide technology to Latrobe that wouldn't otherwise be available," said Erin Mullen, the 24-year-old manager, born and raised in Latrobe and graduate of Saint Vincent College. "This is and has been an exciting thing for my family and I."

The building, built in 1913, is owned by Rhey Mullen, Erin's father, and she is renting a portion of it from him. Her father owns Chiromed Inc., a company that buys and sells medical, cosmetic, and surgical lasers as well as equipment from different

concentrations including medical, ophthalmic, surgical, dental, and more. That family relationship has helped Erin get her business up and running.

"One of the big things for us is education," she said. "We have to educate folks that we are here, what we offer and how we can help them. We know people probably have lots of questions and concerns and we're here to answer all of those. This is just such an exciting day."

"I have always loved this historic building and to see it become the new home to such a unique Downtown business is exciting," said GLLV President David Martin. "I wish Erin and her staff all the best and the Chamber will do all we can to help share their story and services with the community."

Mullen said plans are already in the works to add more services as the Cadillac Laser Center gets up and running. "We're going to add laser fat reduction and hopefully do that soon," she said. "We're also going to add under the eye wrinkle re-

duction as well. Two big things from our standpoint are that these services offer confidence and comfort.

Among those in attendance for the grand opening was Latrobe City Manager Wayne Jones. "This is another sign that the city is growing and continues to grow," he said. "I believe the latest statistics are that we've had 14 businesses come into Latrobe. We've done what we can to make this city better and we believe Latrobe can be the gem of the Valley."

Tim Dingman, president of the board of directors of the Latrobe Community Revitalization Program, echoed those sentiments. "It's wonderful," he said. "This is something you won't find in other communities and that's great for Latrobe. Hopefully this will encourage other people to set up businesses here. Anything we can do to help new and established businesses do well, we will."

For more information on the Cadillac Laser Center, go to cadillaclasercenter.com or call 724-532-0404.



Member Education Series debuts

BY MIKE DUDURICH

The workplace, regardless of the size of business, has become an interesting, but scary place. The rules of the road regarding interaction of employees as well as between supervisors and employees have changed considerably over the years and what was acceptable behavior by baby boomers is not necessary so for Millennials.

"Sexual harassment, discrimination and retaliation account for the most lawsuits, no doubt," said Lou Soltys, president of Soltys and Associates, a Latrobe management consultant and human resources development organization. "The demands on first-line supervisors today are tremendous."

That was part of the message Soltys delivered at the inaugural "Chamber University", a continuing education series presented by the Greater Latrobe-Laurel Valley Chamber of Commerce that will take Tuesday, Feb. 23 at Springhill Suites in Latrobe. The program was free and open to GLLV members.

Soltys brings a wealth of experience to his company, experience that stretches across the spectrum from working in a chemical plant in New Jersey after graduating from Penn State to selling heating and air conditioning equipment as well as doing sales and marketing and taking a Dale Carnegie course in sales.

He became involved with a company named Leadership Management and eventually made the decision to set off on his own.

Soltys lists over 250 organizations as those he has worked with and has been looking forward to Chamber University, just as he looks forward to all of the events at which he speaks.

"I do a lot of events," he said. "I try to mix a lot of things into a logical sequence," Soltys said. "I try to sell people that this stuff is good and they ought to use it. That makes me unique, I believe."

On Tuesday the 23rd, Soltys spoke on "Minimizing HR Problems."

Among the subjects he addressed, with humor injected throughout his presentation, was hiring right, onboarding, and understanding "millennials".

"I talk about the different behavior styles of employees, making people think about the things they do and how to conduct effective interviews," Soltys said. "We talk about trying to get people to realize how quickly they could get in trouble, how they have to keep their eyes open all the times and how a lot of the things that get people into trouble are inadvertent."

"I am very excited about this new free member-focused educational series," said GLLV President David Martin. "Part of what a chamber should provide its membership is opportunities to grow and succeed. Some of these topics can cause real issues for business owners and managers and I am thrilled we are offering real solutions and creating opportunities."

Subjects to be discussed at upcoming Chamber University events include: Business Planning, Strategic Vision, IT Issues & Opportunities, Positive Thinking and Networking.



Ribbon Cutting

Chamber President David Martin joined Ligonier Mayor Ormond K. "Butch" Bellas and wife Candy to celebrate the opening and #GLLV Membership of Hansley's Pub & Grille on Rt. 30 in Ligonier, Pennsylvania! LOVE the kilts! Afterwards, David, with wife Denise joined Butch & Candy for dinner and to talk about better cooperation and partnership between the communities. Congratulations to Jennifer Graham, family & staff on a new and delicious destination in the Ligonier Valley! Click on hansleyspubligonier.com or call 724-441-4179.

EVENT CALENDAR

MARCH

- 9 - Business After Hours presented by First Commonwealth Bank @ Ligonier Tavern 5:05pm - 6:35pm
- 17 - Chamber AM Networking Breakfast @ Hampton Inn Greensburg 7:30am - 9am
- 19 - Grand Opening Celebration @ Colour Magic (Greensburg) 12pm Ribbon Cutting
- 19 - Bowling for DARcee @ Lincoln Lanes (Unity Township) 2pm - 4:30pm

APRIL

- 13 - Business After Hours presented by First Commonwealth Bank @ Latrobe Art Center 5:05pm - 6:35pm
- 21 - Chamber AM Networking Breakfast @ Bethlen Communities (Ligonier) 7:30am - 9am
- 26 - Chamber University @ SpringHill Suites by Marriott Latrobe 9am - 10:30am

Locations Announced for upcoming Business After Hours presented by First Commonwealth Bank

Every 2nd Wednesday, the GLLV Chamber hosts its monthly "MUST ATTEND" networking event with the help of First Commonwealth Bank at a highly coveted location. These energetic, FUN and engaging events feature FREE appetizers, cash bar, music, DOOR PRIZES and Spotlight Tables, bringing in over 100 Chamber Members each month!

We all know that "networking works!" If you're shy, bring a friend! Forgot to register? You are still welcome to attend. These events are for YOU, our valued Chamber Members, to help grow your business and connect with other community professionals. Spotlight Tables are available on a limited basis each month, so register early with the Chamber. Bring plenty of business cards to hand out, and remember to get them stamped to win prizes.

Many thanks to the host locations of our upcoming BAH events:

- March 9th @ Ligonier Tavern
- April 13th @ Latrobe Art Center
- May 11th @ DiSalvo's Station Restaurant
- June 8th @ Fort Ligonier

WELCOME New Members!

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| FOGGY MOUNTAIN LODGE & RESTAURANT STAHLSTOWN | SABIKA AUSTRIAN CRYSTAL JEWELRY JILL PIFFERETTI, CONSULTANT LIGONIER |
| SAFARI CONTRACT CLEANERS JOHNSTOWN & GREESBURG | ROBINDALE ENERGY LATROBE |
| WYOTECH BLAIRSVILLE | DUTCHY'S QUALITY RESTORATION LATROBE |
| SERVPRO OF GREESBURG GREESBURG | LIGONIER VALLEY RAIL ROAD ASSOCIATION LIGONIER |