

MEMBERSHIP

As the largest business organization in Washington County, the Washington County Chamber of Commerce creates opportunities through exclusive networking events, economic development initiatives, tourism promotions and business advocacy.



WELCOME

On behalf of the Washington County Chamber of Commerce, I would like to thank you for your interest in investing in the largest business organization in Washington County and the second largest chamber of commerce in Southwestern Pennsylvania. For more than 100 years, we have made a commitment to provide premier networking events, proactive economic development initiatives and strong growth opportunities for our nearly 1,100 members.

Through our webinars, business development events and economic development initiatives, we provide the information and access that positions our members to make a real impact. Your membership also provides you access to the Southpointe CEO Association, POWER (women's leadership initiative) and the Southwestern PA Human Resources Organization.

Through communications channels, you will receive information on all our upcoming webinars, networking events and opportunities. We welcome you to contact us to discuss ways to expand your business through our efforts and initiatives. Thank you again for your interest in the region and welcome to the Washington County Chamber of Commerce.

Sincerely,

Jeff M. Kotula
President

HIGHLIGHTS

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MEET OUR TEAM



Jeff M. Kotula, President

Kotula serves as both the Washington County Chamber of Commerce President and as Director of Economic Development for Washington County through a public/private partnership with the Washington County Board of Commissioners. To further coordinate economic development efforts among the organizations, Jeff also serves as President of the Washington County Tourism Promotion Agency which partnered with the chamber in 2013.



Will Thomeier

Director, Economic & Tourism Development



Dana Bucci

Director, Finance & Tourism Administration



Debbie Sims

Director, Member Services & Events



Mary Stollar

Economic Development Specialist



Chase McClain

Director, Marketing



Nikki Phillips

Marketing Content Manager

WASHINGTON COUNTY CHAMBER OF COMMERCE

Board of Directors

Chairman

Gerald Cathell, Definiti LLC

Vice Chairman

Laural Ziemba, Range Resources

Treasurer

Matt Thiel, AUMA Actuators

Secretary

Brook Ward, Washington Health System

Past Chairman

John Burglund, RES

Scott Armstrong, ATI Flat Rolled Products

John E. Artuso, CEC, Inc.

Brian Cullen, SingleSource Property Solutions

Jennifer Gerchow, ANSYS

William J. King, Washington Financial

Christopher Koop, Energy Transfer

Jim Lyle, WCTPA Chairperson

David Mariner, Waynesburg University

Renee Morales, Crown Castle

Louis J. Panza Jr., Penn Highlands Mon Valley

Kimberly Price, Olympus Energy

Ryan Schwotzer, Crossgates, Inc.

Jim Stankiewicz, Valley Tire Company

Kristian White, Steptoe & Johnson, PLLC

Jeffrey Walentosky, Moody & Associate

Washington County Board of Commissioners

The Hon. Diana Irey Vaughan,

The Hon. Larry Maggi

The Hon. Nick Sherman



Heidi McIntyre

Administrative Assistant



OPERATING A FAMILY OF ORGANIZATIONS

WASHINGTON COUNTY CHAMBER OF COMMERCE

Washington County Chamber of Commerce

The Washington County Chamber of Commerce has been serving the business community since 1911 to encourage the growth of existing businesses and industries, provide assistance to new firms or individuals and to advocate legislative and political actions beneficial to the business and general community. Our members have access to innovative programs and offerings that provide opportunities that will ensure their continued business growth and expansion. With more than 1,100 members, we create opportunities through exclusive networking events, economic development initiatives, tourism promotions and business advocacy.



Washington County Tourism Promotion Agency

The Washington County Tourism Promotion Agency is a 501(c)(6) nonprofit corporation that engages in the planning and promotion of programs designed to stimulate and increase the volume of leisure and business travel into Washington County and to assist the promotional efforts of local entities that may bring visitors to Washington County.



Southwestern Pennsylvania Human Resources Organization

The Southwestern Pennsylvania Human Resources Organization (SPHRO) is focused on advancing the individual career development, planning and leadership of human resource (HR) professionals. Through professional networking programs and development services, we strive to support HR professionals throughout their career life cycle as Human Resources leads the way for change in today's businesses.



Southpointe CEO Association

The Southpointe CEO Association, a non-profit organization, is dedicated to advancing the interests of businesses and business people located in and around Southpointe. In keeping with the theme of Public/Private partnerships that built Southpointe, the Association brings together local, regional and national business leaders as well as government officials from all levels to build upon the region's business success.



Washington Industrial Development Corporation

Washington County Industrial Development Corporation

The WIDC was created in the 1950's as a private economic development organization to encourage business development through low-interest loans and industrial park development. The WIDC is a member of the Washington County Economic Development Partnership along with the Washington County Commissioners, Washington County Chamber of Commerce and the WCIDA.



WCIDA

Washington County Industrial Development Authority

The WCIDA was formed in 1969 to provide economic development incentives for businesses interested in expanding or locating in Washington County. The WCIDA is a member of the Washington County Economic Development Partnership along with the Washington County Commissioners, Washington County Chamber of Commerce and WIDC.



EXCLUSIVE NETWORKING



The Chamber is known for our exclusive events, where members receive the opportunity to network, make business contacts and gain access to industry leaders.

Morning Briefing Webinar Series



Hosted by Jeff Kotula, President of the Washington County Chamber of Commerce, the Morning Briefing series welcomes guests from a wide array of industries to address recent trends and current topics that affect Washington County businesses.

2 The Pointe Webinar Series



Hosted by Stacey Brodak, Vice President for Institutional Advancement and University Relations at Waynesburg University, the 2 The Pointe webinar series addresses current topics of primary interest to members of the Southpointe CEO Association.

SPHRO Virtual Events



In response to in-person event restrictions, SPHRO has introduced an ongoing series of professional development events online to deliver a practical take-away for participants while also providing networking and discussion opportunities amongst HR peers.



SCAN OR CLICK FOR ALL UPCOMING EVENTS



2022 Schedule of Major Events

FEBRUARY

9 | Webinar
8:00 AM - 8:30 AM

24 | State of the Economy
8:00 AM - 10:30 AM (Hilton Garden Inn, Southpointe)

MARCH

1 | Wash. Co. Chamber of Commerce PAC Event
5:30 AM - 7:00 PM (Bistecca Steakhouse & Wine Bar)

18 | Municipal Breakfast
TBD (TBD)

APRIL

8 | Southpointe CEO Assoc. Clay Shoot
TBD (Seven Springs Mountain Resort)

29 | First Swing Golf Outing
TBD (Nemacolin Country Club)

MAY

5 | ATHENA Award Presentation
4:00 PM - 6:00 PM (Hilton Garden Inn, Southpointe)

JUNE

24 | Member Invitational Golf Outing
TBD (Lone Pine Country Club)

SEPTEMBER

15 | Legislative Reception
4:00 PM - 8:00 PM (TBD)

OCTOBER

7 | Sporting Clays Tournament
TBD (Seven Springs Mountain Resort)

NOVEMBER

9 | Spirit of Southpointe Award
4:00 PM - 6:00 PM (Hilton Garden Inn, Southpointe)

DECEMBER

8 | Annual Business Exposition & Celebration
TBD (Hilton Garden Inn, Southpointe)

1,100+
Members

Join a vibrant and active business community

41

Industry Segments Represented

From banks and financial services to energy, manufacturing, education and more

2nd

Largest Chamber in the Greater Pittsburgh Region

As reported by the Pittsburgh Business Times



The chamber and the commissioners in Washington County have been so helpful in us getting our business established here. In a lot of other areas, you are kind of on our own. I have always felt that since we moved into Washington County they have opened up their arms to us and said, "What can we do to help your business here in Washington County."

Brian K. Pancher
Owner / Founder

WallacePancher Group



ECONOMIC DEVELOPMENT



By Kathleen Hondru

The Washington County Economic Development Partnership was formed in 1999 to create a single point of contact for economic development within Washington County. The goal of this innovative public-private partnership was to integrate and coordinate existing, but separate, economic development resources, personnel and activities in order to achieve an improved return on the county's economic development investment.

The results have exceeded expectations.

"While there have been a number of factors that have contributed to our county's economic growth over these last two decades, there is no doubt that we were in a much stronger position to maximize economic development opportunities – like the Marcellus discovery – because of the work that began over 20 years ago to streamline how we do business, how we attract business and how we work to create an environment that supports business growth," said Larry Maggi, Chairman of the Washington County Board of Commissioners.

Timing is Almost Everything

Traditionally a county's primary economic development official runs the Department of Economic Development. In addition to this lead economic development agency housed within the government, in most counties, a plethora of other economic development agencies exist.

This was the landscape that existed in Washington County prior to 1999, when nearly 10 different economic development groups and agencies existed, in addition to Washington County's Economic Development Director. And none of these groups had a formal working relationship with the

county's largest business organization, the Washington County Chamber of Commerce.

Unfortunately, this traditional – and disconnected – model not only yielded typical results, it often did not coordinate with the very business community that these agencies were charged to assist.

"We knew that in order to achieve improved results we needed to change our model," said Commissioner Dianna Irey Vaughan, who was on the

The county's economic development team focuses on countywide business growth and expansion. The Chamber provides a number of targeted services to companies interested in investing and growing in Washington County, such as site selection, financing and incentive assistance.

Board of Commissioners when the concept of the Economic Development Partnership was conceived.

"The timing was right to break the mold," shared Irey Vaughan. "Our lead county economic development official was retiring at the same time the Chamber was looking for a new leader. With the help of some big thinking business leaders, the idea to consolidate our public and private economic development resources, while designating the Chamber as our lead economic development agency became an amazing reality."

Leading the Change

Timing was important, but the key to taking this big idea from concept to reality was leadership. Finding the right person to bring the disparate



Washington County's strategic location and access to transportation infrastructure was key to landing the consolidated headquarters for Gardner Denver's Nash LLC division, along with their North American Distribution Center in Alta Vista business park. A more recent expansion added a Research & Development facility and now totals more than 140,000 square feet and employs over 140 people.

groups together and to establish a new, more efficient way of working together and working with the business community was critical to the success of this innovative public-private partnership.

Patrick G. O'Brien, president and CEO of Community Bank, led the search committee for this new position.

"We all knew that the success of this new model was dependent upon bringing in the right person to lead the way and to establish a new standard for cooperation and coordination.

"There was a healthy level of mistrust between the business community and the government economic development groups, not to mention 'turf war' concerns within the numerous economic development groups. A lot of great plans on paper fail because not all of the affected parties get on board with the new direction and support the necessary changes. Fortunately, we knew we found someone special when we interviewed Jeff Kotula. We felt he was the right per-

son for the job and the results have proven that to be true."

Kotula was chosen to lead the Chamber and the Chamber was designated as Washington County's lead economic development agency. With the charge to attract new businesses and investments, to promote existing industry and to streamline how businesses could access available assistance, the then 26-year-old Kotula drew from his young economic development career experience, as well as his passion for Washington County.

"Jeff is a Washington County guy through and through," said O'Brien. "He had the vision and leadership to bring groups together, to develop trust and most importantly, to build a sense of team. Over time, trust was built and agencies that did not talk to each other were now sharing information. Without building this team culture with shared goals, the grand plan on paper would never have become the successful reality we enjoy today."

Irey Vaughan concurred, "Jeff not only helped change the cul-



ture, he also recruited key individuals that bought into the model of cooperation; this team has certainly been effective in moving our county's economic development interests forward."

Model of Success

Today the model is a hub and spoke. The Chamber is the hub at the center, surrounded by a team of specialized economic development groups. Over time, the service overlap and administrative redundancies that used to exist have been eliminated, providing a more streamlined and more cost – and time – effective process – a process that is also much easier for businesses to navigate.

"Today the Chamber serves as the front door for businesses to access the available resources," said Commissioner Harlan Shober, Jr. "That first point of contact is so important. The Chamber does an outstanding job of creating a great first impression and helping to guide the business community through the process. Ease of doing business is an important part of attracting new investments, and we are very proud to have such an effective development model and team."

Business Not as Usual

The county's economic development team focuses on countywide business growth and expansion. The Chamber provides a number of targeted services to companies interested in investing and growing in Washington County, such as site selection, financing and incentive assistance. The Chamber also promotes Washington County as a tourist destination, since it is one of the fastest growing destinations in Pennsylvania.



Fortunately for Washington County, its innovative – and effective – economic development model was in place and thriving when the state’s new Local Share Account (LSA) program began awarding funds in 2008.

The objective of the law that created this new funding mechanism was to share a portion of gaming revenues with the communities in which these casinos operated, for the purpose of funding important economic and community improvement projects.

“When the Washington County Board of Commissioners was charged with developing the review and recommendation process for disbursing these new LSA funds in our county, we tasked his important job to the Economic Development Partnership led by Jeff,” said Irey Vaughan.

“I believe the success of our LSA program is a credit to the unique review and award process this group developed,” she continued. “The disciplined and transparent process, combined with the economic development expertise of those involved, has delivered impressive results for Washington County’s communities and citizens.”

Since 2008, revenues from The Meadows Racetrack & Casino have funded approximately \$90 million in LSA grant awards for projects throughout Washington County. Because of the county’s unique evaluation and selection process, which was developed by the Economic Development Partnership team that rewards project proposals that include matching funds from other sources in order to optimize the initial LSA award, the total impact value of the \$90 million LSA funds swells to approximately \$480 million in total project value impact.

“It’s certainly not business as usual,” said Commissioner Maggi. “We are extremely proud of the work that has been put in over the past 20-plus years to develop such an innovative, cooperative and effective approach to growing the economy and creating new and exciting business opportunities here in Washington County.”

BUSINESS ASSISTANCE



Incentives & Programs

The Chamber is committed to providing companies with the resources needed to insure success. Learn more about the incentives Washington County and Commonwealth of Pennsylvania have available to businesses that expand or locate in the county.



Demographics

Learn more about the statistics that make Washington County Pennsylvania the perfect place to grow your business.



News & Announcements

Read about Washington County’s business environment as well as the companies that are locating and expanding in the county.

SCAN OR CLICK TO LEARN MORE ABOUT OUR BUSINESS ASSISTANCE PROGRAM



Site Location Assistance

Washington County offers a full range of site options, from business parks with pad ready sites for your construction project to available lease space to meet your more immediate needs. Learn more about our business parks or use our custom property search tool to locate a site that will meet your specific requirements.



ALTA VISTA BUSINESS PARK



CALIFORNIA TECHNOLOGY PARK



DONORA INDUSTRIAL PARK



SOUTHPOINTE



SOUTHPOINTE II



SPEERS INDUSTRIAL PARK



STARPOINTE BUSINESS PARK



CUSTOM PROPERTY SEARCH

ADVOCACY



- **OP-ED: Building our energy infrastructure**
 Pennsylvania has always been an energy powerhouse. The first domestic oil well was drilled in Titusville in 1859. Our coal.....[READ MORE](#)
- **Pittsburgh's economic development leaders launch 'Next is Now' campaign**
 As part of the contingent that worked on the 2017.....[READ MORE](#)
- **OP-ED: Washington County goes 'green'**
 Once again, Washington County businesses and residents should be proud. Our continued commitment to the stay-at-home. [READ MORE](#)
- **Kotula to receive development award**
 Kotula will be honored for his contributions to commercial development in the region at NAIOP's 27th annual awards.....[READ MORE](#)
- **The 'American Spirit' lives in Washington**
 The American spirit means many things to many people. It's hard work and sacrifice. It's family and community. In.....[READ MORE](#)
- **COMMENTARY Pipelines are key to safely transporting energy**
 There is no denying that the energy industry has an incredible economic impact on Washington County. Washington.....[READ MORE](#)

Annual State of the Economy Event

Our organizations, like nearly every business, mirror the regional economy and when business leaders have confidence in their future and invest in their businesses, it is good for all of us. This confidence is on full display each year as more than 400 regional business leaders join to celebrate the success of Washington County, learn of new opportunities and look forward to achieving new economic growth in the future. Our area has built a diverse economy featuring energy, education, healthcare, technology and manufacturing. Our reputation is attracting younger professionals, our work ethic is creating new innovations and our high quality of life is second to none.



- **Mariner East 2 pipeline shows Pennsylvania open for business**
 Pennsylvania has always held an important role in our nation's energy development. Ever since Col. Edwin L. Drake struck.....[READ MORE](#)
- **Greater production of natural gas must be encouraged**
 Donora is well-known for producing legendary baseball players, such as Stan Musial or the two Ken Griffey's. However, like.....[READ MORE](#)
- **When opportunity knocks, answer the door**
 Several years ago, during a period of historic economic turbulence, shale development knocked on our door. For many of.....[READ MORE](#)
- **PONY Series games getting TV exposure**
 The world will be watching Washington, Pa., for the 2015 Dick's Sporting Goods PONY League World Series August 7-12.....[READ MORE](#)
- **Marcellus Shale 2.0**
 Two hundred years ago, Washington County was connected to the rest of the country when the National Road crossed.....[READ MORE](#)
- **The shale gas industry generates many jobs; let's not thwart that with higher taxes**
 Washington County's economy is strong and growing.....[READ MORE](#)

REPORT HIGHLIGHTS COUNTY'S SUCCESS, PROVIDES DIRECTION FOR IMPROVEMENT.

BY JEFF KOTULA | DEC 8, 2020

Washington County received some good news recently. Fourth Economy, a nationally recognized economic and community development consulting firm based in Pittsburgh, released their eighth annual Community Index. The index documents and analyzes more than 20 key indicators and predictors of community vibrancy and economic strength for every county across the United States. Washington County performed well in the index, ranking second in the Greater Pittsburgh region and in the top third of counties across the state and nation.

In a year that many would like to forget, this is great news for Washington County, and something that we can all take pride in. Of course, we know our county is a great place, but it is rewarding to see those beliefs validated by an independent and unbiased evaluation of our strengths and weaknesses. As Fourth Economy notes, the Community Index is merely a starting point for our county and communities. These results provide everyone – from residents to elected officials and business leaders with a stake in the success of our county – a baseline to understand the areas where we are succeeding and the areas we.....[READ MORE](#)

When you represent 1,100 businesses, you have the ability to make things happen. The Washington County Chamber of Commerce uses this support to encourage actions and policies that increase opportunities for our members and expand our economy.



Through our advocacy initiatives we were:

- The first chamber in the Greater Pittsburgh Region to publically support the **Marcellus Shale Industry**.
- The first chamber to publically support and advocate **gaming in Washington County**.
- A founding member of the **Pennsylvania Energy Infrastructure Alliance**.

TOURISM PROMOTION

Tanger Outlets



Washington County's economy is not only being driven by energy, education and advanced manufacturing, but by a strong tourism industry. In fact, tourism continues to be one of the largest industries in the county with well over \$700 million in direct visitor spending and supporting nearly 6,000 jobs.

The Pavilion at Star Lake



TRAIL MARKETING



Montour Trail

Washington County's trail system may be the best kept secret in Southwestern PA. Much of the 29-mile Panhandle Trail and 63-mile Montour Trail traverse the county offering a quality of life asset that connects our communities and serves residents and visitors alike with greenspace and trailside hospitality.



Whiskey Rebellion Festival

Event Marketing

Washington County is home to a myriad of unique events. From the Whiskey Rebellion Festival to the DICK'S Sporting Goods PONY League

World Series, EQT Washington & Greene Counties' Covered Bridge Festival and everything in between. Between the months of May and October each year events are the lifeblood of tourism activity throughout the county.



Hollywood Casino at The Meadows



Hollywood Casino at The Meadows averages 4.8M visitors annually.



SCAN OR CLICK TO LEARN MORE ABOUT WASHINGTON COUNTY TOURISM

ATTRACTION MARKETING

Dum ia? Ahae, vis, C. Habi sicio ves! Ludam per-tem quem molin vasdaci se con verumenam ad nos redea vocae in dienatus, quam dinter cerur. confirimo cam audem nosse et; niris, tuiditua rei turbissus bon seriti, moenducoti, condi ium obses! Serrae adhuc ficit, mente inequodi-



Pennsylvania Trolley Museum

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TOURISM GRANTS



As part of the Washington County Tourism Promotion Agency's (WCTPA) mission to provide economic benefit to the area by attracting business and leisure travelers, a portion of the county's hotel room tax is directed to support area tourism assets through the Washington County Tourism Grant Program. The purpose of this grant program is to increase visitation and enhance the tourism experience within Washington County. Grants are awarded on the basis of merit, with a strong emphasis on the project's ability to generate overnight stays, as determined by the Washington County Tourism Grant Review Committee and administered through the WCTPA.

BENEFITS OF MEMBERSHIP

■ **Exclusive Networking:** The Chamber is known for our exclusive events, where members receive the opportunity to network, make business contacts and gain access to industry leaders. Our networking opportunities include:

- Monthly Breakfast Briefings
- Business Expositions
- Member Invitational Golf Outing
- Sporting Clays Tournament
- Washington County ATHENA Award
- Washington County: State of the Economy

SCAN OR CLICK TO BROWSE OUR MEMBERSHIP DIRECTORY



■ **Economic Development:** The Washington County Chamber of Chamber leads a dynamic public/private partnership that focuses on county-wide business growth and expansion. The Chamber assists companies with these growth initiatives:

- **Site Selection** – The Chamber works with companies to identify sites for their business expansion needs.
- **Financing** – Through the Chamber’s access, we provide local and state economic development programs to businesses expanding or locating in Washington County.
- **Incentive Assistance** – The Chamber will assist companies to identify programs offered through the Pennsylvania Department of Community & Economic Development for tax credits, tax abatements and work force initiatives.
- **Success** – Since 1999, The Chamber has attracted over \$1.0 billion in public/private investments to the county.

■ **Advocacy:** When you represent 1,100 businesses, you have the ability to make things happen. The Washington County Chamber of Commerce uses this support to encourage actions and policies that increase opportunities for our members and expand our economy. Through our advocacy initiatives, we were:

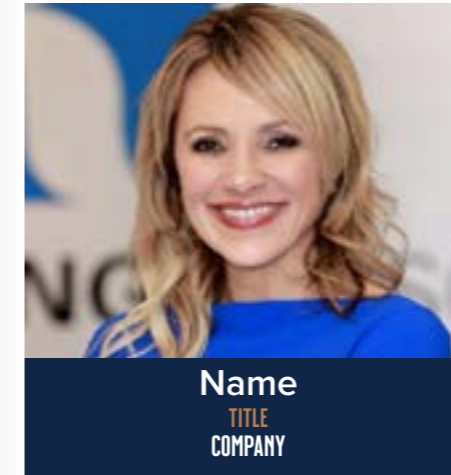
- The first chamber in the Greater Pittsburgh Region to publicly support the Marcellus Shale Industry.
- The first chamber to publicly support and advocate gaming in Washington County.
- A founding member of the Pennsylvania Energy Infrastructure Alliance.

■ **Tourism:** Tourism in Washington County is a \$600 million a year business, employs thousands of people and is one of the largest industries in the county. To further our members’ opportunities to access this important market, the Washington County Chamber of Commerce and Washington County Tourism Promotion Agency formed a dynamic partnership to combine the resources of our organizations to increase tourism and economic development growth. Our focus is to coordinate messaging, increase business growth and demonstrate the opportunities of Washington County to the world.

■ **Promote Your Business**
Customized Advertising & Sponsorships: Members promote their products or services at well-attended Chamber functions, professional seminars and networking events. Through any one of our customized advertising or sponsorship packages, members can be certain their message will have an impact. Members that frequently advertise with the Chamber receive special pricing for multiple events.

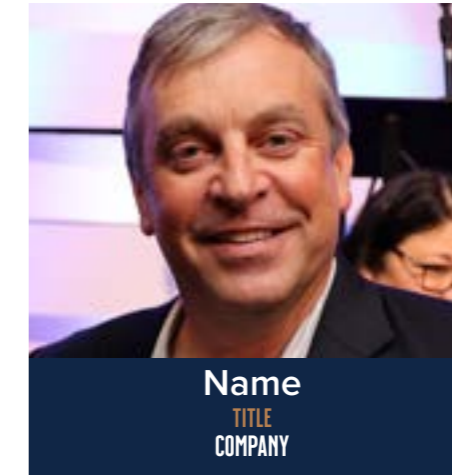


TESTIMONIALS



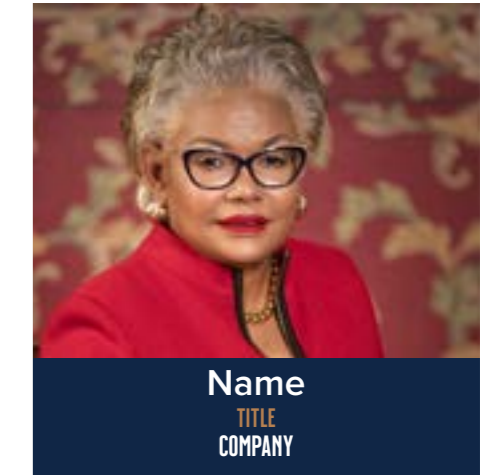
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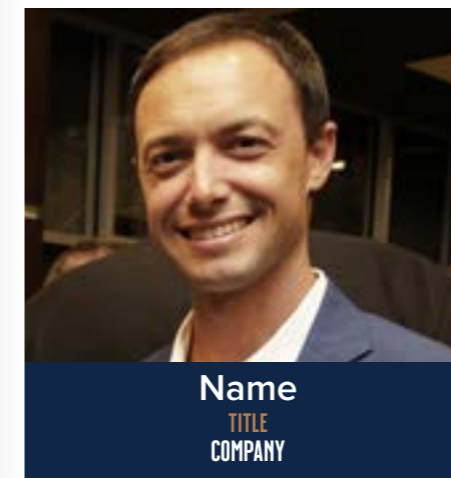
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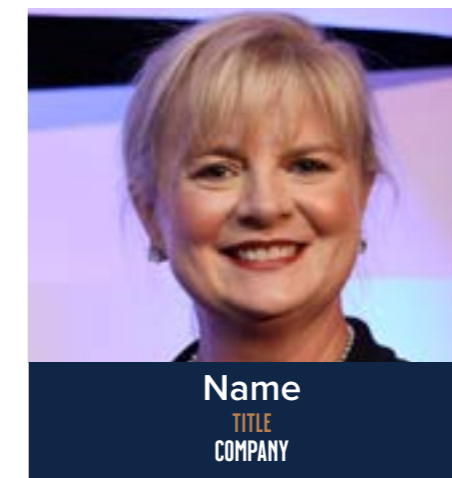
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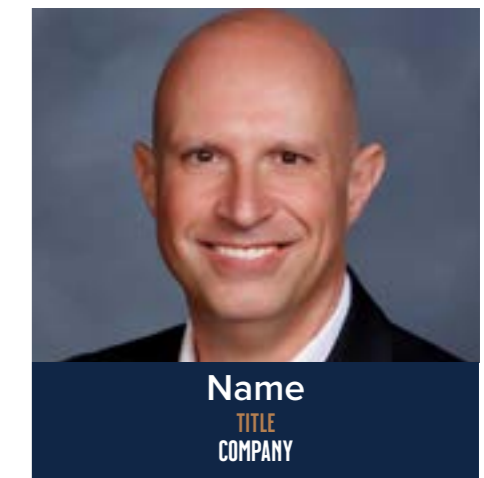
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MEMBERSHIP APPLICATION



info@WashCoChamber.com
www.WashCoChamber.com



(724) 225-3010



375 Southpointe Blvd.
Suite 240
Canonsburg, PA



WASHINGTON COUNTY CHAMBER OF COMMERCE

Date

ORGANIZATION INFORMATION

Company Name	<input type="text"/>					
Number of Employees	<input type="text"/>	Business Type	<input type="text"/>			
Address Line 1	<input type="text"/>					
Address Line 2	<input type="text"/>					
City	<input type="text"/>	State		<input type="text"/>	Zip	<input type="text"/>
Website	<input type="text"/>					
Phone	<input type="text"/>					

MAIN CONTACT

First Name	<input type="text"/>
Last Name	<input type="text"/>
Title	<input type="text"/>
E-mail	<input type="text"/>
Phone	<input type="text"/>

HUMAN RESOURCES CONTACT

First Name	<input type="text"/>
Last Name	<input type="text"/>
Title	<input type="text"/>
E-mail	<input type="text"/>
Phone	<input type="text"/>

INVESTMENT CALCULATOR

1. Annual Base Dues	<input type="text"/>
2. Number of Washington County Based Employees	<input type="text"/>
3. Multiply the total number of employees (up to 100) by	<input type="text"/>
4. Total annual investments (add lines 1 and 3)	<input type="text"/>

Payment Method	Check <input type="checkbox"/>	Credit Card <input type="checkbox"/>		
Name on Card	<input type="text"/>			
Card Number	<input type="text"/>			
CVV/CVC	<input type="text"/>			
Expires	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	M	M	Y	Y
Billing Address	<input type="text"/>			
Billing Address 2	<input type="text"/>			
City	<input type="text"/>			
State	<input type="text"/>	Zip	<input type="text"/>	



SCAN OR CLICK FOR
ONLINE APPLICATION

