



BUSINESSLINKS

A PUBLICATION OF THE PITTSBURGH AIRPORT AREA CHAMBER OF COMMERCE

www.paacc.com

Chairman Delivers Positive Message at Annual Gala



Mark Mustio, Hicks Heim Mustio, accepts the Chairman's Award from past chairman Bob Brown of Brown & Abbott CPAs.

Mark Mustio delivered the annual State of the Chamber address, commenting that "...this was a fun year to serve as chairman." Mustio went on to explain that he felt the Chamber had the best combination of volunteer board members, committee members and ambassadors in the Chamber's history.

Mustio, who has been involved with the Chamber for twenty years, encouraged members to continue to support future efforts, and to lean on the Chamber to help them on issues affecting their business. He noted that this past year's events allowed the Chamber to provide assistance on many community and

regional projects. The Chamber's programs and events also helped keep our Chamber's dues lower than other organizations. Additionally, about 15 percent of the Chamber's profit was derived from the State funded Team PA surveys conducted by the Board and volunteers throughout the 31 communities the Chamber serves. Those surveys helped identify additional programs and resources needed to help our members grow and support their businesses.

He also said that the Pittsburgh Airport Area Chamber is fast approaching an unprecedented 900 members.



John Carlen of FBO AvCenter was announced as the 2002 Jenny recipient by former winner Mimi Wells of E F AuPair. (Story, page 2)

Mustio remarked that at the beginning of 2002 the Chamber board was committed

continued on page 2

Program to Focus on Regional Spending

Ever wonder where the money is going? Where it's being spent in the city...in the county? How your RAD tax dollars are being allocated? Our next Breakfast Briefing provides a forum for you to ask the questions and find out the answers.

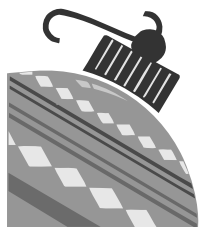
Featured speakers will be County Controller Dan

Onorato, Thomas Bayuzik, Director of Economic Development—Office of the Mayor, and RAD Board representative Dan Griffin.

The program, which is being sponsored by Embassy Suites and Michael Baker Corporation, will be held on Friday, November 8 at the Embassy Suites. Doors open

at 7:30 a.m. with breakfast. Cost of the event is \$20 prepaid, \$25 at the door for members, and \$30 for non-members. VISA, Mastercard, and American Express are accepted. Reservations may be made by calling the Chamber at 412-264-6270 or online at www.paacc.com.

Come Celebrate



It's time to get into the holiday spirit! And you can count on the Chamber to help put you in the mood with our Annual Holiday Celebration and Gift Mart. Beginning at 5:30 p.m. on Thursday, December 5 at the beautiful Chartiers Country Club, this

event provides you with an opportunity to find that special gift and a new business contact at the same time!

Promotional opportunities are available as a corporate sponsor or as a display vendor. What a great way to grab some attention and put a little jingle

in your pocket! Details are on the enclosed flyer and also online in the events section.

Members are invited to donate a "stuffed stocking" for the auction table, which helps the Chamber raise funds for our annual scholarship

continued on page 3

2001-2002 Board of Directors Honored at Chamber Gala



The 2001-02 Board of Directors were recognized for their hard work and dedication at Gala. (Shown l. to rt: John Carlen, Cindy Johnston, Bob Harper, Marcy McKivitz, Neal Fanelli, Don Boyd, Jim Steigerwald, Brian Walker, Mike Belsky, Dennis Tyra, Dan Taylor, Al Merritt, and George Scarborough.)

John Carlen Awarded the Jenny



Congratulations to John Carlen, Project Manager with the FBO AvCenter, who was presented with the 2002 Jenny Award at the Chamber's Annual Gala held October 18 at the Holiday Inn Airport.

Each year the Chamber bestows the Jenny Award as a token of appreciation and recognition to a member who has worked diligently to help the Chamber achieve its objectives.

John has served on the Chamber's Board of Directors for nine years, and has been a consistently strong supporter of the Chamber's many events by serving as both a volunteer and sponsor. In addition, he

has supported the Chamber by advertising in its various publications, such as the Images magazine and annual Membership Directory.

However, John is probably best recognized for his role as Chair of the annual golf outing, a title he has held for the past several years. Thanks to John's energy and enthusiasm, the Chamber's Golf Outing continues to be one of the Chamber's premier fundraisers, a true testament to John's commitment to the event.

The Jenny Award is named for the WWI bi-plane that earned a reputation for rugged reliability. A complete

listing of past recipients, as well as details about this year's nominees, appears in the annual review and program book, which will be in the mail to you shortly.

Other outstanding Chamber members who were nominated for the Jenny included Ruth Delach of Pittsburgh Technical Institute/The Boyd School, Marian DeSantis of Financial Security, and Robert E. Harper of Springer Bush & Perry, PC.

We applaud and sincerely thank all of these individuals who have done so much for the Chamber. Be sure to congratulate them the next time you see them!

BusinessLinks

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Chairman's Message

continued from page 1

to funding a new chamber location and that by mid-November the Chamber will have a new home on Beaver Grade Road in Moon Township.

Mark also recognized the Chamber's continued dedica-

tion to technology improvements, citing our new e-mail newsletter and referral reporting, which has increased by 61%, as we gave out over 180,000 member referrals over the past year.

Mustio stated that the Chamber's affiliated group, the Enterprise Foundation, received approval of its 501c3 exemption status during the

past fiscal year, and that planning is in the early stages of how the Foundation can benefit businesses in the region.

He concluded by thanking all for their support, especially fellow officers Mike Belsky, Marcy McKivitz, Jim Steigerwald, Brian Walker and David Goldman.

Chamber Announces New Headquarters

After an extensive search, the Chamber has finally found a new location for its headquarters. The new offices will be located at 850 Beaver Grade Road in Moon Township.

"We looked at many options over the past years,"

stated Chamber president Sally Haas. "As our membership and programs continued to grow, we realized that we were outgrowing our space as well. The new location will enable us to operate much more efficiently, as well as provide on site space for committee and community meetings – something we've needed for years."

The move is set for mid-November, and the WestAir-

Comm Federal Credit Union will be relocating along with them.

Haas noted that this move demonstrates a commitment to serve its members and the community, and that there are plans to expand and create new services at the site. "We look forward to continuing to build a better organization for our members and the communities we serve."

Leads Explosion!

Our next quarterly **Leads Explosion!** will be held on Friday, November 22, at the Wyndham. The breakfast program will provide you with plenty of networking contacts

and new leads, and is held jointly with B to B, BNI, and TSNB, three of our local premier networking groups.

Attendees will have an opportunity to give a commercial about themselves, as well as participate in the "Power Marketing Minutes". Afford-

able display space is available, but limited. See details online.

Cost is \$20 for all participants. Reservations to the event and for display space may be secured by contacting the Chamber at 412-264-6270 or online at www.paacc.com.

Plans for New Images Gets Underway

The Pittsburgh Airport Area Chamber of Commerce has begun plans to publish its annual magazine, *Images of Pittsburgh Airport Area* to promote the Airport Area to businesses and visitors.

Images of Pittsburgh Airport Area is a high quality, four-color magazine that will showcase the people, natural beauty and progressive business climate of the area. It will feature original photography and professionally written stories about what makes the Pittsburgh Airport Area special.

"This is a great way to tell our story. It allows us to

communicate in an appealing format, to any individual or business, who we are as a community," said Sally Haas, president of Pittsburgh Airport Area Chamber of Commerce.

Chamber members and area businesses have the opportunity to promote their business and support the Chamber through the purchase of advertising space. Communities are also encouraged to contact the Chamber with ideas about interesting people or places that could be included in the upcoming publication.

Scheduled to debut in April

2003, this annual magazine will be distributed to 10,000 prospective businesses, residents and visitors. The

magazine will also be made available to current residents.

The Chamber is partnering with Journal Communications, a renowned custom publisher who has won numerous

national awards and produces community and specialty magazines in 25 states.

For more information about the magazine, contact the Pittsburgh Airport Area Chamber of Commerce at (412) 264-6270 or Journal Communications at (800) 333-8842.



Come Celebrate

continued from page 1

programs. Fill them with your company's novelties or fun surprises!

Reservations may be secured by calling the Chamber or online. Admission is

\$20 for members prepaid by December 3, and \$25 at the door. Visa, Mastercard and American Express are accepted.

BUSINESSLINKS is the monthly newsletter of the Pittsburgh Airport Area Chamber of Commerce, 986 Brodhead Road, Moon Township, PA 15108-2398.

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\$21 per year

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CHAMBER MISSION STATEMENT:

The Pittsburgh Airport Area Chamber of Commerce exists to serve the needs and interests of our members, to promote their businesses through activities which encourage interaction among members and with others and to improve the economic environment of the Airport Area.

— 2002 CHAMBER OFFICERS —

MARK MUSTIO
Chairman

MIKE BELSKY
1st Vice Chair

MARCY McKIVITZ
2nd Vice Chair

BRIAN WALKER
3rd Vice Chair

JIM STEIGERWALD
Treasurer

DAVID GOLDMAN
Past Chairman

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**Pittsburgh Airport Area
Chamber of Commerce**
invites you to
Business After Hours

Hosted by



**Tuesday, November 12
5 to 7 p.m.
1320 Green Tree Road**

Join us for an evening of food, fun and networking! Bring plenty of business cards.

Advance registration by Friday, November 8

\$10 prepaid, \$15 at door for Members/Guests

All reservations must be secured with VISA,
Mastercard, American Express

Register online at www.paacc.com

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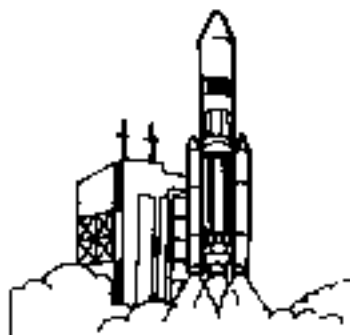
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CLOSED SUNDAYS and HOLIDAYS