



MEMBER CONNECTION

April
2009

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OVER 100 CELEBRATED AG DAY AT REMC



Thanks to our many sponsors, the Chamber's Ag Day was a huge success! Over 100 farmers and business persons attended the event held in March at sponsoring host Wabash County REMC. Attendees were treated to a full breakfast buffet followed by a Commodity Price Outlook and Risk Management Session presented by Purdue University Agriculture Economist, Corinne Alexander. Howard Halderman



of Halderman Farm Management then gave a presentation on Land Values and Lease Terms/Options which included Flex Lease options. Ivy Tech representative Jennifer Vandenburg spoke about the Ag Scholarship Program opportunities and staff of the Wabash Co. Purdue Extension Office outlined their programs and services.

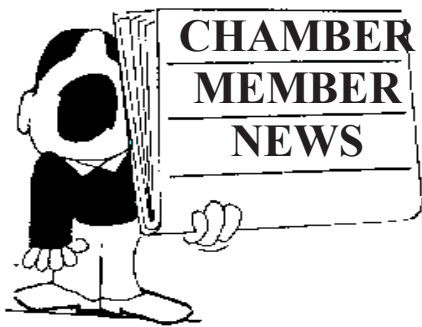


The morning rounded out with panel discussions by Poet Bio-refining representative Bryan Christiansen and Jeremy Armstrong of Louis Dreyfus Bio-Diesel Plant. Ag day participants then enjoyed tours of the Bio Fuels Learning Center, provided by Fred Henderson and North Central Coop.

The Chamber thanks sponsors: Beacon Credit Union, McKillip Seeds, Wells Fargo Bank, Halderman Farm Management, First Merchants Bank, North Central Coop, Agro Chem, Crop Fertility Specialists, First Farmers Bank & Trust, Urbana Ag Pro, and Bippus State Bank.

We also thank Committee members Rob Pearson, Chair; Darin Hadley, Ron Pettet, Jennifer Vandenburg, Curt Campbell, and Howard Halderman.





Please route this newsletter to the other staff in your business to keep them up-to-date on services, functions and programs available to all employees of our member companies!

As we get out and start walking this Spring, **Wabash Marketplace, Inc. and Indiana Historic Landmarks Foundation** invite you to pick up a copy of the (3) Walking Tour Brochures for Wabash. These beautiful, glossy guides, showcase historic buildings and homes from the West, North and Downtown Historic Districts. Many of these structures are included in the National Register of Historic Places. Each of the three guides includes map, pictures of the buildings/homes, a guide to architectural styles showcased and detailed history and descriptions of the structures. These brochures are available at the Chamber offices, the Wabash Co. Convention and Visitor's Bureau, and the office of WMI and IHLFI, Wabash.

Leigh Rowan of **Big Brick House Bakery** wants to remind our members that not only do they offer a variety of baked goods daily, they are happy to do special orders. The bakery is now serving breakfast and lunch for groups by reservation only, inside this beautiful historic home located at 88 West Sinclair, Wabash. Regular Hours: Tues. – Fri. from 7 a.m. – 5 p.m. and Saturdays from 8 a.m. – 1 p.m. Phone: 260.563.1071.

Baker Insurance has moved into their new location at 111 W. Water St. Jon and Susan Baker look forward to serving your insurance needs. Give them a call at 260.563.3463 or better yet, stop in and visit with them!

Pathfinder Services, Inc. recently presented service awards to their Wabash employees during a lunch at **Market Street Grill** in Wabash. Residential Night Assistant, **Sandra Ferguson was recognized for 15 years of service** by President John Niederman. Pathfinder Services, Inc. also recognized employees for five years of service including **Residential Assistants, Kim Bach, Judy Overman, and Kathy Thompson**. Pathfinder Services is a not-for-profit human services organization based in Huntington, where it was founded in 1966. Pathfinder's has had an office location in Wabash since 1988. For more information, contact Jason Meyer at (260) 356-0500 ext. 128 or via email at jmeyer@pathfinderservices.org.

Wabash Friends Counseling Center's next Leadership Luncheon will be held on APRIL 16TH, from noon to 1p.m. entitled, **Managing Energy, Not Time, is the Key to High Performance and Personal Renew**, presented by Scott Makin. He will discuss Dr. Jim Loehr's best seller, *The Power of Full Engagement* which demonstrates that managing energy, not time, is the key to enduring high performance as well as health, happiness and life balance. Scott will outline the key training principles and provide a powerful step-by-step program that will help you to: mobilize four key sources of energy, balance energy expenditure with intermittent energy renewal, expand capacity in the same systematic way as elite athletes, and create highly specific, positive energy management rituals. *The Power of Full Engagement* approach is a highly practical, scientifically based approach grounded in over twenty-five years of work with some of the world's greatest performers in sports, business, law enforcement, and medicine to help them perform more effectively under brutal pressures. Cost is \$20. To register, email scott@wabashfriends.org.

Honeywell Center announces the following upcoming events:

- Eagle Outdoor welcomes The Smothers Brothers Fri., April 17 - 7:30 p.m.
- DCK Music Group presents Dino's Piano Extravaganza, Sat., April 18 - 7:30 p.m.
- Honeywell Center Educational Outreach presents Junie B. Jones, Mon., April 20 - 10 a.m. & 12 p.m.
- Cirque Dreams Jungle Fantasy, Thurs., April 30 - 7:00 p.m., sponsored by K&M Floor Covering & Paul L. Speicher Foundation.



APRIL BLUE RIBBON BUSINESS OF THE MONTH — PIZZA KING



Mouth watering, stretchy cheese; loads of pepperoni and mushrooms, crisp crust with an ice-cold soda—Yummy! Is your mouth watering? Then you need to check out this month’s Blue Ribbon Business of the Month—PIZZA KING!

Pizza King is located in Downtown Wabash at 46 W. Canal Street, so it makes it easy for members to walk in for lunch. Sports-themed walls and two television sets add to the décor and entertainment. In addition to a variety of Pizza selections, Pizza King also offers many subs, salads, and breadsticks. Delivery is free evenings and weekdays during lunch.

While Pizza King has been in Wabash for some time, current owners Kim and Bill Osborne took over in February of 2008. They have 5 employees and their slogan is “The Taste says it All!” They invite you to come in and relax and share some stories while enjoying the great pizzeria atmosphere.

Hours are Sunday through Thursday from 11 a.m. – 9 p.m., Friday 11 a.m. – 11 p.m., and Saturday 11 a.m. – 10 p.m. Order ahead by calling 260.563.7417.



Mark the date NOW – Wednesday, June 3, is the date of the 13th Annual WACC-Y Golf Outing! Join in the fun—watch for the registration forms coming your way in early April. We will once again offer two flights: Tee-Off will be at 7:30 a.m. and 1:00 p.m. Lunch will be served between flights and the driving range is included in your package. This year we have added the fun of “Pick-A-Putt” and will keep the skill testers such as Longest Drive, Longest Putt, Closest-to-the-Pin and other challenges, but have eliminated some of the items that bogged down the flow of play. So, get those teams together and go after the Chamber’s traveling trophy. Make sure your team is the one who gains a year of bragging rights!

We are also proud to announce Midwest Eye Consultants, PC as our Golf Cart sponsor for the 2nd year in a row. But don’t worry; your company can take advantage of other advertising opportunities such as sponsoring Lunch, a Drink Station, the Driving Range, the Scoreboard, or a Golf Hole, by filling out the appropriate part of the registration form. WATCH FOR IT and SIGN UP EARLY!

LABOR FORCE ESTIMATES FROM THE INDIANA DEPARTMENT OF WORKFORCE DEVELOPMENT

AREA	LABOR FORCE	EMPLOYED	UNEMPLOYED	RATE	Seasonally Adjusted RATE
U.S.					
February 2009	153,804,000	140,105,000	13,699,000	8.9	8.1
January 2009 (revised)	153,445,000	140,436,000	13,009,000	8.5	7.6
February 2008 (Benchmark)	152,503,000	144,550,000	7,953,000	5.2	4.8
INDIANA					
February 2009	3,209,017	2,884,839	324,178	10.1	9.4
January 2009 (revised)	3,218,028	2,898,328	319,700	9.9	9.3
February 2008 (Benchmark)	3,189,905	3,018,474	171,431	5.4	5.0
WABASH					
February 2009	16,724	14,538	2,186	13.1	
January 2009 (revised)	16,675	14,528	2,147	12.9	
February 2008 (Benchmark)	17,096	16,011	1,085	6.3	

WELCOME NEW MEMBERS

Season Homecare, 1101 Husky Trail, Warsaw, IN 46582 Phone: (574)268-9000 FAX: (574)268-2268 Email: curt.hermann@seasonshomecare.com URL: www.seasonshomecare.com Contact: Curt Hermann. Seasons Homecare is a state licensed personal services agency, providing in-home care services (i.e. companionship, homemaking, medication reminders, bathing assistance, errands, ect.) to help people stay independent and in their homes as long as possible, safe and practical.

Office Concepts, Inc., 5430 Distribution Drive, Fort Wayne, IN 46825 Phone: (800)877-2898 FAX: (260)482-3265 Email: brandonf@myoci.com URL: www.myoci.com Contact: Brandon Finney. Office Concepts integrates tailored hardware and software solutions that improve the quality, efficiency, and economy of our customers printed and electronic communications. Our goal is to provide state of the art multi-functional copiers, printers, fax, scanners and software to businesses and organizations in our service area.

THANK YOU TO THE FOLLOWING MEMBERS WHO RENEWED THEIR MEMBERSHIP IN MARCH

The Body Connection, Inc.
Honeywell Public Golf Course
Wabash Alloys
Indiana Farm Bureau Insurance
Wells Fargo Bank
Economic Development Group
BJS Landscaping
Papa John's Pizza
Baker Insurance
WPI Cellular
Star Excavating

Builder's Mart
Naomi Porter
Kellam, LLC
Yarnelle Lumber Company
Lynn & Stein PC
Oswalt-Thomas Sales & Service
Wabash Appliance & Electronic
Hanks Construction, Inc.
The Paper "Of Wabash County", Inc.
Bowman's Candy
E. Jake Gamble, MSM



SMALL BUSINESS DEVELOPMENT CENTER YOUR BUSINESS RESOURCE

Counselors from the Small Business Development Center visit Wabash four days each month to offer services to our local business people. If you are interested in a new business start-up, new product development, creating or updating a business plan, or just want to review how your business is doing, these counselors are here to help you. The counselors work out of the Chamber offices and these services are FREE. Ken McCrory and Scott Goskowicz are available by appointment on the 1st, 2nd and 4th Tuesdays and the 3rd Thursday of each month. Also on the 3rd Thursday will be "Launching your Business" a seminar for those interested in

getting started in business. It is held from 11:00 a.m. to 1:00 p.m. A \$25 fee is required.

Another special class offered by the SBDC is "Funding Options and Financial Literacy." This class will be held on May 21, 6 - 8 p.m.. This two-hour seminar will introduce funding sources including commercial lending, SBA, state, regional and local programs.

Call the Chamber to make appointments for counseling or to register for classes, 260-563-1168.

MAKE NETWORKING WORK FOR YOU

by Beth Miller

Networking is one of the most important tools in our business handbook today. Contacts can be made with future clients, customers, business partners, potential employers and mentors. Increased interaction always gives you increased cooperation. The following keys to increasing networking interaction are printed with permission by Ron Sukenick from a presentation at the ICEA Winter Conference.

Understanding the Magic of 6

The power of increasing your frequency of interaction.

While Prospecting/Networking

Interaction 1: You meet someone for the first time – immediate interaction.

Interaction 2: You send an email stating you enjoyed the interaction and look forward to seeing them again in the future – do this within 24 hours.

Interaction 3: If you have something in common, and think you can add value to the relationship, call or email the suggestion that you would like to get together – consider doing this within 72 hours from the first interaction.

Interaction 4: Get together within 1 week of the first interaction.

Interaction 5: After you've been together, thank them for taking the time to meet – within 24 hours from meeting.

Interaction 6: Stay in touch – as often as the relationship calls for. At least an update every 3 months.

From the President



CHAMBER BUCKS VS. CHAMBER GIFT CERTIFICATES – THERE IS A DIFFERENCE

Due to several inquiries, I'd like to clarify the difference between a Gift Certificate and ChamberBucks.

ChamberBucks are an internal "chamber money" printed on green paper in the value of \$7. They are our "play" money, if you will. These instruments are Chamber-created rebates to those members who pay dues on time. Members receive ChamberBucks in various quantities based upon the dollar amount of dues they renew **on time** each year. They may in turn utilize them to pay for attendance at any Chamber event. Many members utilize them for registration to BBH or luncheon seminars, etc. They are not a negotiable check and are solely created as a way to show our appreciation to members who renew on time. Do not try to use these as real money! They are only good for Chamber event registrations. A sample of the Chamber Buck is shown below.



Chamber Gift Certificates were an actual check that was encoded with bank account and routing numbers. The Certifcheck program was the one we were using, but members should no longer accept those, as the company has gone out of business. The Chamber is in the process of replacing that program, and hopes to have a new one in place within the month. An example of those gift certificate checks is show below.



We hope this clarifies the difference and eliminates any confusion. However, if you still have questions, please call us at 260.563.1168.

Kimberly

2010 CHAMBER CALENDAR THEME: ONE COUNTY – COUNTLESS EXPRESSIONS PHOTOGRAPH AND AD SOLICITATION UNDERWAY

The Board of Directors and Public Relations Committee are pleased to announce that the 7th Edition of the Wabash Community Calendar will once again be produced in cooperation with the Wabash Plain Dealer. These beautiful, full-color calendars have been a big hit and are a compelling marketing tool for your business as well as a showcase of our county. Five thousand (5,000) calendars will be distributed this coming November to ensure Holiday availability. Calendars will be circulated through the Chamber office, local financial institutions, the Wabash Plain Dealer and the Wabash County Convention and Visitor's Bureau. There will also be copies held back for use in visitor information and relocation packets.

This will be a full-color calendar compiled under a "One County—Countless Expressions" theme. Each page will feature full-color photos of local landmarks, events, and people. Chamber and Community Events will also be noted on each month's calendar page. A directory will herald frequently dialed telephone numbers, tourism and cultural attractions, arts and entertainment, business and industry, education, homes and more.

This cost-effective method of advertising will give your business thousands of impressions and year-round exposure with the benefit of local competitive ad rates. Beginning in May, Wabash Plain Dealer ad reps will be contacting area businesses with details on advertising opportunities. Your YES to this project is what allows us to distribute it FREE , not only within the Wabash County area, but across the country as calendars are sent for gifts to family and friends, as well as utilized in relocation packets.

Calling All Photographers...We invite area photographers, hobbyists or professionals, to submit their photos for consideration of inclusion in the "One County—Countless Expressions" edition. Your eyes and cameras have captured the heart and flavor of our county, and we encourage you to share your captured views with a broader audience. All pictures will be captioned and include a credit line for the submitting photographer.

PHOTO SUBMISSION GUIDELINES FOR 2010 CALENDAR

- Submit Color Photos only through electronic media
- Utilize the theme as noted above
- Photos must be of quality resolution
- Photos which capture identifiable persons, must include that person's permission to use said photo
- Include a brief description of what the photo is representing, including location
- Any picture that is unidentified as noted above, will not be considered for inclusion
- All submissions shall include the photographer's name and contact information
- Email all photos to: info@wabashchamber.org
- Photos will be accepted immediately through MAY 11, 2009. **ABSOLUTELY NO SUBMISSIONS WILL BE ACCEPTED AFTER THAT DATE.**
- For more information, please contact the Chamber office at the above email or telephone 260.563.1168.

MEMBERSHIP UPCOMING EVENTS

By

Chasity Milliner, Membership Services Coordinator

YPN Mixer

Thursday April 9, 2009 @ 5:45 at the Dr. James Ford Historic Home

This is a great networking event and a chance to meet other young professionals in the community. Come out and see what everyone is talking about! Snacks and refreshments will be provided.

Honor Student Lunch

Thursday April 16, 2009 @ 12 p.m. in the Honeywell Center Rink

Sponsored by Manchester College - Keynote Speaker – Candice Cooper

The purpose of the event is to promote “Brain Gain” for Wabash County. We hope to encourage our graduates to return to Wabash County following their completion of post-secondary education and utilize their talents in our own community.

2009 Annual Spring Breakfast — Business/Education Series

Tuesday, April 28 @ 7:30 a.m. in Manchester College Union.

The Wabash and North Manchester Chambers along with the area School Superintendents will be presenting the new program “Building Tomorrow’s Workforce Today.” This program will help all of the area businesses and the future employees that will be filtering into the workforce. Further details will be forthcoming.

Luncheon Seminar Series – "Integrating Word and Excel"

Thursday, May 14 @ 12 p.m. in the Chamber Conference Room.

Presented by Beth Miller. Sponsored by Visionary Web/Computers

Learn how to use Microsoft Word and Excel together to create striking and informative documents to use in presentations and communications. Practice documents will be provided for those who wish to bring a laptop. Anyone with specific questions about Word or Excel can submit those to beth@wabashchamber.org.

BUSINESS BEFORE HOURS



The next **Business Before Hours** will be April 15, 7:00 a.m., at the Honeywell Center, 275 W. Market St., Wabash.

Business Sponsors are **AMPRO, Richvalley Lions Club, Wabash Community Club at Honeywell Studio, SounDecisions, Cornerstone Furniture, and Wabash County Tobacco Free Coalition.** The emcee will be **Mark Sapusek, Visionary Web/Computer.** To make reservations call the Chamber at 260.563.1168, email beth@wabashchamber.org or visit our web site at www.wabashchamber.org.

BUSINESS AFTER HOURS



The next Business After Hours is scheduled for May 13, 4:30 - 6:30 p.m. The sponsor will be **Big Brick House**

Bakery. Please plan to visit the 88 West Sinclair Street location. Don't miss this opportunity to visit this unique and tasty Wabash business and network with their staff and other business people.

BOARD MEMBERS

2008-2009

Trisha Metzger, Chair
Crossroads Bank
Rob Pearson, Chair Elect
Wabash County REMC
Mark Sapusek, Vice Chair
Visionary Web/Computers
Doug Mays, Treasurer
Thermafiber
Brian Campbell
Randall Miller & Associates
Andy Eads, Past Chair
Huntington Herald Press
Kimberly Pinkerton, President
Chamber of Commerce

Celia Briggs
Wabash City Schools
Deborah VanMeter
Huntington University Excel
Lance Agness
Ford Meter Box Company
Skip Daughtry
Beauchamp & McSpadden
Chris Goff
Judge, Superior Court
Phil Brown
Alumitech
Diane Morris
Borders & Beyond
Larry Hoover
Quality Electric
Lindsay Barnett
Midwest Eye Consultants
Matt Mize
Tiede, Metz & Downs
Marlea Dale
Northwestern Mutual Ins.
Marilyn Custer-Mitchell
Wabash County Hospital
Brad Thurmond
Ivy Tech Community College

Upcoming Events



April 10	Office Closed	Good Friday
April 15	7:00 a.m.	Business Before Hours Honeywell Center
April 15	9:00 a.m.	Congressman Burton's Business Forum Honeywell Center
April 16	12:00 p.m.	Honor Student Luncheon Honeywell Center
April 28	7:00 - 9:00 a.m.	Business/Education Spring Breakfast Student Union Manchester College
June 3	7:30 a.m. & 1:00 p.m.	WACCY Golf Honeywell Golf Course

GOLD MEMBERS

We thank and salute those member businesses who carry GOLD LEVEL status:

Beacon Credit Union
Pettit Printing, Inc.
Crossroads Bank
Charley Creek Foundation
Bulldog Battery
Wells Fargo Bank
Miller's Merry Manor
First Merchants Bank
Ford Meter Box Co., Inc.
First Farmers Bank & Trust
Physicians Health Plan of Northern Indiana, Inc.
Dr. James Ford Historic Home
K & R Office Supply, Inc.
Indiana American Water Company
Mutual Bank
Duke Energy
Cornerstone Furniture



Any Wabash County Chamber Member can elevate their membership status to Gold Level by investing an additional \$500 above their regular membership investment. In addition to having their company acknowledged at Chamber events and in publications, Gold Level Members receive \$100 in Chamber Bucks and receive a free large rotating banner ad on the Chamber website.



YOU ARE
CORDIALLY
INVITED TO ATTEND



Business Before Hours

Exhibits Provided by Business Sponsors:

- AMPRO
- Richvalley Lions Club
- Wabash Community Club @ Honeywell Studio
- SounDecisions
- Tobacco Free Wabash County

Emcee: Mark Sapusek,
Visionary Web/Computers

WEDNESDAY, APRIL 15, 2009 — 7:00 a.m. - 8:30 a.m.

HONEYWELL CENTER — 275 W. MARKET ST.

WHY ATTEND —

- Great Networking Opportunity
- Exchange Business Cards
- Welcome New Chamber Members
- Make New Business Contacts.

BREAKFAST - \$7.00 members/\$10.00 non-members. Remember to use your ChamberBucks. **PAYMENT IS REQUIRED WITH RESERVATION.** *MAKE RESERVATIONS ONLINE!* Simply go to www.wabashchamber.org and click on the link to Business Before Hours.

Please RSVP by **April 10, 2009**. Cancellations must be made by noon the day before, otherwise you will be invoiced.

Sponsored in part by the Honeywell Center.
(Please detach and return bottom portion with payment)

RESERVATIONS ARE REQUIRED! April Business Before Hours

Company: _____
Attendees: _____

Payment Enclosed [] Check \$_____ [] Cash \$_____ [] ChamberBucks \$_____

Return to: Wabash County Chamber of Commerce Phone: 260-563-1168
P.O. Box 371 Wabash, IN 46992 Fax: 260-563-6920
Email: info@wabashchamber.org

**Congressman Dan Burton (R-IN-05) and
the Wabash County Chamber of Commerce
invite you to attend**



**Congressional Business Roundtable
Wednesday, April 15, 2009
9:00 a.m.
Honeywell Center - Honeywell Room
275 West Market Street, Wabash**

The federal government is considering many areas of legislation that will affect all businesses. Congressman Burton is seeking your comments and concerns.

Challenges facing Small Businesses:

- The spending in President Obama's budget is so massive that independent estimates suggest roughly 250,000 new federal bureaucrats may be needed to spend it all.
- Unchecked spending results in borrowing hundreds of billions from China, the Middle East, and other nations that own our growing debt.
- Largest tax increase in history.
- New national climate tax will cost every household up to \$3,128 annually.
- The President's budget costs American jobs; the majority of those hit by the Democrat income tax increase are small businesses.
- New tax on charitable giving could cost American charities as much as \$16 billion per year. The majority of the new tax increases being passed are directed at small businesses.
- Running a small business will be more costly with the EPA estimating a rise in electricity costs between 44% to 79%.

Please join us to share your important insights. For more information regarding this year's business forum and to reserve your spot at this important event, **please contact the Wabash County Chamber of Commerce at 260.563.1168 or email info@wabashchamber.org.**



Wabash County Tobacco Free Coalition

111 South Wabash Street
Wabash, Indiana 46992

tobaccofreewabash@hotmail.com

Daniel Gray
Wabash County
Coordinator
563 - 7727

tobaccofreewabash.com

*A Wabash County Youth
Service Bureau Program,
United Fund Agency*

April, 2009

MAKING THE BUSINESS COMMUNITY MORE AWARE



The debate is over. The science is clear, secondhand smoke is not a mere annoyance, it a serious health hazard.

– U.S. Surgeon General Richard Carmona (June 27, 2006)

Benefits of Being Smoke-Free

Why be smoke-free? Because you care. You care about your employees. You care about your customers. You care about the financial well-being of your business. Providing a smoke-free workplace makes sense. Tobacco use and secondhand smoke can have a devastating effect on your employees, your customers, and your business.

Why Your Business Should Be Smoke-Free

Lower your costs.

- The CDC puts a \$3,383 price tag on each smoker: \$1,760 in lost productivity and \$1,623 in excess medical expenditures.⁹
- Businesses pay an average of \$2,189 in workers' compensation costs for smokers, compared with \$176 for non-smokers.¹⁰
- The Environmental Protection Agency (EPA) estimates that smoke-free restaurants can expect to save about \$190 per 1,000 square feet each year in reduced cleaning and maintenance costs.¹¹
- The National Fire Protection Association found that in 1998 smoking materials caused 8,700 fires in nonresidential structures, resulting in direct property damages of \$60.5 million.¹²
- Fire insurance is commonly reduced 25-30 percent in smoke-free businesses.¹³
- The American Cancer Society reports that employees who smoke have an average insurance payment for health care of \$1,145, while nonsmoking employees average \$762.¹⁴

Too many Hoosiers are losing years because they do not embrace healthy habits. And, health care costs in Indiana are among the highest in the country. Our rising cost of health insurance coverage, combined with lost productivity due to illness, has made Indiana a less desirable place to do business.

*Indiana Governor Mitch Daniels,
INShape Indiana news release,
July 13, 2005*

- Centers for Disease Control and Prevention. Annual Smoking-Attributable Mortality, Years of Potential Life Lost, and Economic Costs United States, 1995-1999, US Public Health Service, Centers for Disease Control and Prevention, Morbidity and Mortality Weekly, April 12, 2002/ 51(14):300-3.
- Musich, S, Napier D, Edington DW "The association of health risks with workers' compensation costs". Journal of Occupational and Environmental Medicine. 43(6): 534-41, June 2001.
- "The Dollars and (sense) benefits of having a smoke-free workplace," Michigan Department of Community Health, 2000.
- Hall, Jr, JR, "The U.S. Smoking-Material Fire Problem," National Fire Protection Association Fire Analysis and Research Division, April 2001.
- Centers for Disease Control and Prevention. Saves Lives, Saves Money: Make Your Business Smoke-Free. Atlanta, Georgia: US Department of Health and Human Services, Centers for Disease Control and Prevention, National Center for Chronic Disease Prevention and Promotion, Office on Smoking and Health, June 2006.
- The Cost of Smoking to Business. Article dated April 13, 2000 by American Cancer Society, <http://www.cancer.orq>.

www.WhiteLies.tv

FREE PAY CHECK STUFFERS

All you need to do is call with a request for the amount needed.

GET FREE HELP TO QUIT SMOKING!

The Indiana Tobacco Quitline is a FREE telephone-based program for smokers and tobacco users who want to quit.

Call 1-800-QUIT NOW anytime from 8 am to midnight, 7 days-a-week for help and support. A trained quit coach will help you design a personalized quit plan.

Services are available in English and Spanish with translation services offered for other languages.

INDIANA TOBACCO QUITLINE

1-800-QUIT-NOW

WE'LL SHOW YOU HOW

Sample Copy



Note: This change in Indiana's law only permits financial incentives – it is still not permissible to fire employees for tobacco use or otherwise discriminate against them.²⁴

Helpful Resources

- Americans with Disabilities Act: www.ada.gov
- Americans for Nonsmokers' Rights: www.no-smoke.org
- Tobacco Control Legal Consortium: <http://www.wmitchell.edu/tobaccolaw/tclc.html>
- WORK SHIFTS: An Employer Guide to Tobacco: www.workshifts.org

If your workers are represented by a union, work closely with the union to create your smoke-free policy. Remember, worker health and safety is a key union concern, and a natural fit with a smoke-free policy.¹³



13. Centers for Disease Control and Prevention. Saves Lives, Saves Money: Make Your Business Smoke-Free. Atlanta, Georgia: US Department of Health and Human Services, Centers for Disease Control and Prevention, National Center for Chronic Disease Prevention and Promotion, Office on Smoking and Health, June 2006.
24. Chelovitz, E and Hamilton, J. 2006, April 25. Pushing the Envelope: Legal Methods to Reduce Healthcare Costs and Improve Productivity. Presentation given at CLS Benefits Conference on Health and Productivity. Indianapolis, IN.



When a business is ready to go smoke-free, there are many things to keep in mind to make sure implementation of your smoke-free policy goes smoothly and results in success. Wabash County Tobacco Free Coalition can help you do that. Call the Coalition office when you are ready for that help.

Indiana campaign to promotes smoke-free environment in all workplaces

The Indiana Campaign for Smoke-free Air (ICSA) continues to work with the legislation to ensure a smoke-free indoor air environment in all workplaces in Indiana, including restaurants, bars and casinos. The House passed a revised version of the bill which is weaker than the original. It is now in committee in the Senate. There is still a possibility that we can still get a comprehensive bill. A few months ago you were sent information about a comprehensive smoke-free bill. With that information was a resolution for your business to sign and submit. You are encourage to still do that if you have not already submitted one. If you do not have the resolution that was sent to you, you can go to, www.tobaccofreewabash.com to download another copy. **YOUR RESPONSE IS IMPORTANT!!**

Legal Issues

ABOUT BECOMING SMOKE-FREE

Tobacco use issues can be contentious in workplace settings. Careful planning, involving participation of all stakeholders – management and labor – will help yield the best policy with the highest level of acceptance among employees.

Also, consider consulting with your legal agency to address any questions or concerns you may have about implementing a tobacco free policy at your place of business.



House Enrolled Act 1420

Up until now, Indiana employers have been prohibited from discriminating against employees who use tobacco products with respect to an employee's health benefits (*Indiana Code 22-5-4-1*). The passage of House Enrolled Act 1420 amends this prohibition under the Indiana Code (*HEA 1420*).

Effective July 1, 2006, employers may implement financial incentives:

- a. Intended to reduce tobacco use;
- b. Related to employee health plan benefits provided by the employer; and
- c. Must comply with BFWP under HIPAA.