

Chamber News

August 2010



Kimberly Pinkerton, Editor

Beth Miller, Layout & Design

INFORMATIVE SEMINARS PLANNED

On Wednesday, August 18, Skip Daughtry, CLU, LUTCF, Vice President Beauchamp & McSpadden will present a seminar on **"Healthcare Reform, Confused ? Let's Talk !"** Take this opportunity to learn what changes are coming and get the most up-to-date information on the new healthcare reform bill. Learn how these changes will affect you and your business. This seminar is part of the LunchBytes series. Cost is \$12 for members or \$24 for nonmembers. Purchase the entire series and save. See the attached brochure for more information.

The next seminar in the LunchBytes series will be presented on Thursday, September 9, by Bill McAlpin, Health & Safety Marketing Director, American Red Cross of North Central Indiana. His topic will be **"Business Continuity Planning."** Points to be discussed include:

- (1) Business Continuity Planning
- (2) Defining goals, identifying processes and procedures
- (3) Project Management
- (4) Facility documentation
- (5) Business impact analysis
- (6) Business continuity alternatives
- (7) Emergency Response
- (8) Planning an emergency response exercise and evaluation
- (9) Plan implementation and maintenance

Each attendee will receive a free "Guide to Business Continuity Planning" CD-ROM (a \$39.95 value) with downloadable forms that can be used to create a custom workbook for staff members to keep off site. In the event of a disaster, employees will know exactly what steps to take to keep your business going.

Paul Wyman of the Wyman Group will present **"Roberts Rules of Order—How to Properly Conduct Your Meetings"** on Thursday, September 16. This is a **½ Day Workshop**. Choose to attend from 8 to 11:30 a.m. or 1 to 4:30 p.m. Cost is \$50 for members and \$75 for nonmembers and includes a copy of Robert's Rules of Order Newly Revised. Learn who is Robert and why his rules? Effective leadership with parliamentary procedure, Benefits of Robert's Rules, Quorums, who's in charge, making motions, keeping control and more! See the attached flyer for registration information.



HAVE A NEWSWORTHY ARTICLE OR EVENT YOU'D LIKE US TO PUBLISH?

Are you holding a special promotion, event or want to congratulate and recognize an employee? We are happy to share your news with the business community. The Chamber newsletter deadline for article submission is the 3rd Monday of the month prior to publication. Email your news and pictures to: info@wabashchamber.org or fax news to 260.563.6920.

Beacon Credit Union has announced its merger with DeKalb Financial Credit Union. This merger is the largest in the 79-year history of Beacon Credit Union. As of August 1, Beacon will have a total of 21 branches in 10 counties. Congratulations to Beacon Credit Union.

Welcome to **Linda Kozlowski** who is the new publisher at the **Wabash Plain Dealer**. She can be reached at 260.563.2131 or by email kozlowski@wabashplaindealer.com.

Ivy Tech Community College Wabash Campus is pleased to welcome **Pam Guthrie** back as Executive Director. She can be contacted at 260.563.8828 ext. 302 or by email pguthrie@ivytech.edu.

Manchester College has joined the Association for the Advancement of sustainability in Higher Education to help further its Green Campus Initiative toward a sustainable future. The entire campus community will have access to the resources of the association. Manchester College is committed to using energy, water and consumables in economical and environmentally sound ways. Learn more about the school's Green Campus Initiative at www.manchester.edu and learn about the Association at www.aashe.org.

The Access will hold their 1st Annual Disc Golf Tourney on Saturday, August 21 at 10:00 a.m. at the Wabash City Park Disc Golf Course. Proceeds from this year's event will help purchase a new furnace for The Access Youth Center. For more information on how to register a team or an individual contact Liz Hicks, 260.568.2530 or Laura Helm, 260.568.4488. To become a Hole Sponsor contact Mitch Figert, 260.568.2658.

Wabash Friends Counseling Center offers this month's Leadership Luncheon on August 12, noon to 1 p.m. The topic will be Outlier: The Story of Success, presented by Ed Turi, Executive Business Coach. Mr. Turi will present the discoveries of Malcolm Gladwell, a best-selling author. To register email scott@wabashfriends.org or online at www.wabashfriendscounseling.com.

Peabody Retirement Community has received a \$150,000 gift to facilitate repairs to The Peabody Tower. The gift was made by Betty Krom who has been as Peabody resident for more than 25 years.

Wabash Valley Music Association has announced their 2010-2011 series. Series tickets are on sale and tickets for individual performances may be purchased starting August 3. Tickets may be purchased by calling The Honeywell Center, 260.563.1102 or online at www.honeywellcenter.org. The series includes:

<i>Indianapolis Symphony Orchestra</i>	September 12	4:00 p.m.
<i>Tom Wopat</i>	October 8	7:30 p.m.
<i>"Cinderella"</i>	October 22	7:30 p.m.
Presented by Wabash Area Community Theater		
<i>"A Chorus Line"</i>	December 7	7:00 p.m.
<i>"Fiddler on the Roof"</i>	January 16	4:00 p.m.
<i>Dance Kaleidoscope's "The Elvis Project"</i>	February 11	7:30 p.m.
<i>Osmond Brothers</i>	April 30	7:30 p.m.

Upcoming Honeywell Center Programs:

105.9 The Bash and Mi-Tunes 101.9 welcome
Herman's Hermits starring Peter Noone

August 14

7:30 p.m.

WWKI welcomes
Chris Young

August 26

7:00 p.m.

Multi-Piano Extravaganza

September 25

7:30 p.m.

Presented by Wabash County Arts Council

HOOSIER HEARTLAND INDUSTRIAL COORIDOR GOLF OUTING

Tuesday, August 31, 2010
Rock Hollow Golf Course
Peru, Indiana

Mail Reservations & Fees to:
Hoosier Heartland Industrial Corridor, Inc.
Mayor Randy Strasser
City of Delphi
201 South Union Street
Delphi, IN 46923

\$110 per Person
Includes: Cart & Green Fees
and a Boxed Lunch

Check-In Time
10:00 -11:15 a.m.

Shotgun start
11:30 a.m.

Scramble Format



For more information call Marilyn McKnight,
765.564.2097. Sponsorships are available.

LABOR FORCE ESTIMATES FROM THE INDIANA DEPARTMENT OF WORKFORCE DEVELOPMENT

AREA	LABOR FORCE	EMPLOYED	UNEMPLOYED	RATE	Seasonally Adjusted RATE
U.S.					
June 2010	154,767,000	139,882,000	14,885,000	9.6	9.5
May 2010 (Revised)	153,866,000	139,497,000	14,369,000	9.3	9.7
June 2009 (Benchmark)	155,921,000	140,826,000	15,095,000	9.7	9.5
INDIANA					
June 2010	3,160,700	2,839,959	320,741	10.1	10.1
May 2010 (Revised)	3,153,630	2,847,127	306,503	9.7	10.0
June 2009 (Benchmark)	3,254,699	2,903,969	350,730	10.8	10.6
WABASH					
June 2010	16,961	15,148	1,813	10.7	
May 2010 (Revised)	16,996	15,245	1,751	10.3	
June 2009 (Benchmark)	16,537	14,286	2,251	13.6	

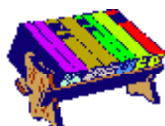
WELCOME NEW MEMBERS

Wildman Business Group, 800 S Buffalo St., Warsaw, IN 46580. Phone: 574.269.1552 FAX: 574.269.1070 Email: cgilmer@wildmanbg.com URL: www.wildmanbusinessgroup.com Contact: Caleb Gilmer, Sales Manager. They are a family owned and operated company that offers the highest quality product and customer service in the uniform and linen rental business.

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

American Health Network
American Red Cross of NC Indian
Baker Insurance
Big R
Gaunt & Son Asphalt
Harvey Industries
Kelly's Ice Cream

Market Street Grill
Metal Source, LLC
Subway
The Body Connection
Wabash Engraving
Xtreme Auto Accessories



FROM THE LIBRARY

by Ware W. Wimberly III, Director



Would searching back issues of the Wabash Plain Dealer be useful for you? You now have access to the Wabash Plain Dealer's archives through NewsBank Inc. by clicking on the link found on the Wabash Carnegie Public Library's homepage. Currently, issues from 5/19/2003 through today are available and more will be added in the future.

One of the library's strengths is our book collection that is continuously updated by staff. I was checking our new book section and saw a number of books that might be useful to your work or business. The books are as follows:

Hopkins, Tom. Selling in Tough Times: Secrets to Selling When No One is Buying. Business Plus: New York, 2010

Marciano, Paul L. Carrots and Sticks Don't Work: Build a Culture of Employee Engagement with the Principles of Respect. McGraw Hill: New York, 2010

Schwartz, Tony. The Way We're Working Isn't Working: the Four Forgotten Needs that Energize a Great Performance. Free Press: New York, 2010

Wesner, Erk. Success Made Simple: An Inside Look at Why Amish Businesses Thrive. Jossey-Bass: San Francisco, 2010

Wiseman, Liz with Greg McKeown. Multipliers: How the Best Leaders Make Everyone Smarter. HarperCollins Publishers: New York, 2010

If you are interested in these titles or ones similar to check out with one's library card, call us at (260) 563-2972. If the Wabash Carnegie Public Library or I can be of any assistance, please call the Library at (260) 563-2972 or stop by at 188 W Hill Street.



AUGUST BLUE RIBBON BUSINESS OF THE MONTH



UNITED TOOL

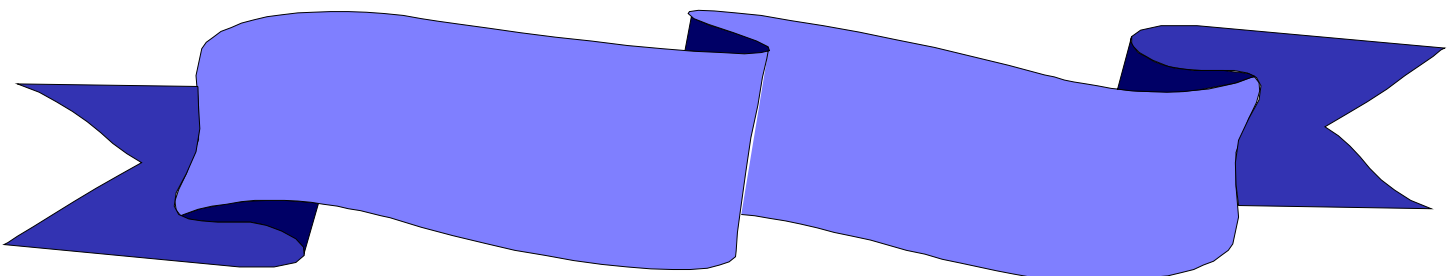


United Tool, currently owned by Mike and Deb Bechtol, is one of those gems of Wabash County that has been quietly polishing itself into world renown. Traveling southeast of Wabash to the Dora Road and Old SR 15 split, one catches a glimpse of a moderate, wood-sided building housing this locally-owned company, which serves a global market including clients from Russia, France, South America, Belgium, U.K., and Canada. Local businesses and area farmers have long enjoyed the services of this full line machine shop, but did you know they produce the equipment that cuts commercial insulation for companies such as Johns Manville, Knauf, Certinteed, Guardian Fiberglass, Owens Corning, Unifrax, Carborundum, BRC, Ford Meter Box, Armada Rubber, and Aleris?

Formerly Temple Machine, United Tool was established by Mike's father in 1966, when Walter Robert Rose came on board as their chief engineer. Deb and Mike Bechtol proudly carry on the traditions begun by Mike's dad in being innovative and flexible, adjusting to special design requests. This family operation has Mike's nephew, Troy Poland as its Vice President. Troy travels the world installing the cutters and other specially designed tooling for each company.

Upon entering the facility you have a sense of the "family" and that each of the 18 employees make a close team; either they or earlier employees have been from families that have stayed with United Tool from the beginning. A sense of pride in design and personally committed to being the best in a full line machine shop offering both production machining and custom work, they design and refurbish custom insulation machinery, produce cutter heads for insulation sheeting as well as designing other types of industrial equipment to customer specifications. From state-of-the-art CNC lathes as well as tried and true hand-turned classics of durability, the shop is equipped for ensuring they meet every customer's expectations. They currently produce the cutters for 70% of the USA insulation market and about 30% of the European market.

Visiting with Mike, Deb, Troy and his young daughter Karly, I enjoyed the personal commitment and passion that fuels this locally-owned, family business, to provide a hands-on pride in every project they design and deliver, whether to an agricultural neighbor down the road or a client in Russia. To learn more about how United Tool may serve you, telephone them at 260.563.3143 or visit them at 838 LaFontaine Ave, Wabash.





Young Professionals Network

YPN Mixer
August 12
5:30 p.m

at a
North Manchester Eatery
to be named

Watch your email for details!

July Mixer at the
Honeywell Golf Course.
GREAT FUN!



Photo courtesy of
Emily Perkins.

BUSINESS BEFORE HOURS



The next **Business Before Hours** will be August 11, 7:00 a.m., at the Honeywell Center, 275 W. Market St., Wabash. Business Sponsors are

- Day of Healing
- Wabash City Schools
- Wabash Marketplace, Inc.
- Edward Jones
- Wabash County CVB

The emcee will be **Bill Konyha, Economic Development Group of Wabash County.**

To make reservations call the Chamber office at 260.563.1168, email info@wabashchamber.org or visit our web site at www.wabashchamber.org.

DEADLINE AUGUST 6

**DON'T BE LEFT OUT
PLACE YOUR AD NOW**

in the

Community Attraction Guide

Ad sales are wrapping up for participation in this full-color, glossy magazine. It will be used by our businesses, the Economic Development Group of Wabash County, the Chambers of Commerce, and Wabash County CVB to attract businesses, individuals and tourists to Wabash County. **A THREE-YEAR SUPPLY** of these quality books will be printed so this is a great value. The printing of this publication is totally supported by advertising.

Contact Cynthia Aleman, SpectraPrint, to reserve your ad space. Her cell phone number is 574.268.8166 or email: spectraprint@the-papers.com

DEADLINE AUGUST 6

BUSINESS AFTER HOURS

Don't miss this great
networking opportunity!!

Honeywell House

An Indiana University Foundation Property

September 23,
4:30 - 6:30 p.m.



720 N Wabash St.
Wabash

- ◆ Tours
- ◆ Refreshments
- ◆ No Charge

Reservations Requested



BOARD MEMBERS

2009-2010

Rob Pearson, Chair
Wabash County REMC
Mark Sapusek, Chair Elect
Visionary Web/Computers
Marilyn Custer-Mitchell, Vice Chair
Wabash County Hospital
Doug Mays, Treasurer
Thermafiber
Brian Campbell
Randall Miller & Associates
Trisha Metzger, Past Chair
Crossroads Bank
Kimberly Pinkerton, President
Chamber of Commerce

Skip Daughtry
Beauchamp & McSpadden
Chris Goff
Judge, Superior Court
Phil Brown
Alumitech
Angie Beauchamp
Modoc's Market
Larry Hoover
Quality Electric
Lindsay Barnett
Midwest Eye Consultants
Matt Mize
Attorney
Brad Thurmond
Ivy Tech Community College
Deborah VanMeter
Huntington University
Lance Agness
Ford Meter Box Company
Steffany Pegg
Wabash County YMCA
Kathy Jones
First Farmers Bank & Trust
Kristi Lundquist
Lundquist Appraisals
Darin Hadley
Wells Fargo Bank
Bill Konyha
EDG Wabash County
Mayor Robert Vanlandingham
City of Wabash
Dan Hannaford
Town of North Manchester

Upcoming Events



August 4	By appointment	SBDC Counseling Chamber Conference Room
August 11	7:00 - 8:30 a.m.	Business Before Hours Honeywell Center
August 11	By appointment	SBDC Counseling Chamber Conference Room
August 13	11:30 a.m. - 1:00 p.m.	Chamber Board Meeting Chamber Conference Room
August 18	12:00 - 1:00 p.m.	LunchBytes Seminar - Healthcare Chamber Conference Room
September 6		Office Closed - Labor Day

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
Mutual Bank
Duke Energy
Visionary Web



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



B B H BUSINESS BEFORE HOURS

Exhibits Provided by Business Sponsors:

- Day of Healing
- Wabash City Schools
- Wabash Marketplace, Inc.
- Edward Jones
- Wabash County CVB

Emcee: Bill Konyha, EDG Wabash County

WEDNESDAY, AUGUST 11, 2010 —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 **August 6, 2010**. 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! **August Business Before Hours**

Company: _____
Attendees: _____

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

Return to: Wabash County Chamber of Commerce Phone: 260-563-1168
210 S. Wabash St. Wabash, IN 46992 Fax: 260-563-6920
Email: info@wabashchamber.org



Wabash County Chamber of Commerce
presents
Half-Day Professional Seminar

Roberts Rules of Order

How to Properly Conduct Your Meetings

by
Paul Wyman of the Wyman Group

Topics Covered

Who the heck is Robert?
Why his rules?
Basics of Parliamentary Procedure.
Quorum.
Who's in Charge?
Motions.
Changing your mind.
Control the Debate.
Calling for the vote.
and much, much more!

Paul is a United States Air Force Veteran. He currently serves in leadership for several nonprofit organizations. He is the Broker/ Owner of The Wyman Group Real Estate firm in Kokomo, Indiana. He does professional speaking on such topics as Corporate Leadership, Nonprofit Leadership, Team Building, Motivational, and Real Estate Sales and Business Building.



Thursday, September 16 — 8-11:30 a.m. **OR** 1-4:30 p.m.
Chamber Conference Room, 210 S Wabast St, Wabash
Cost: \$50 member/\$75 non-member
(includes copy of Robert's Rules of Order Newly Revised)

Company _____

Address _____ City _____ St _____ Zip _____

Phone _____ Email _____

Attendees AM Session _____

Attendees PM Session _____

Total Attendees _____ X \$50 member or \$75 nonmember = Total due _____

Check enclosed Invoice please M/C Visa Discover AMEX

Account # _____ Exp. Date _____ Sec. Code _____

Signature _____

Return to: Wabash County Chamber of Commerce, 210 S. Wabash St., Wabash, IN 46992
email: info@wabashchamber.org or register online www.wabashchamber.org
Questions: 260-563-1168

2010-2011 LUNCH BYTES SEMINAR SERIES

All Seminars are held from 12:00 - 1:00 p.m. in the Chamber office

Healthcare Reform, Confused? Let's Talk!

H.L. "Skip" Daughtry, CLU, LUTCF, Vice President, Beauchamp & McSpadden
Wednesday, August 18, 2010

Sponsor: The Hagerman Group

Get the most up-to-date information on the new healthcare reform bill. Learn what changes are coming.

Business Continuity Planning

Bill McAlpin, Health & Safety Marketing Director, American Red Cross of North Central IN
Thursday, September 9, 2010

Sponsor: Rebecca Kubacki for State Representative

Defining goals, identifying processes and procedures, project management, facility documentation and more are explained for business continuity in the event of a disaster. East attendee will receive a free "Guide to Business Continuity Planning" CD-ROM.

Free Money: Fact of Fiction?

Marilynn Fauth, Coordinator of the Paul Clark Nonprofit Resource Center
Thursday, November 11, 2010

Sponsor: First Farmers Bank & Trust

Learn to distinguish between fact and myth and identify legitimate resources for business and nonprofits.

Working with Photos and Graphics

Charlie Chapman, Ford Meter Box Co., Inc.
Thursday, January 13, 2011

Sponsor:

Does working with GIMP, Photo Shop and other graphic programs boggle your mind? In this seminar, you'll learn how to edit and adjust photos, clipart, and more to fit your particular needs.

Social Media: What's it Worth to Your Business?

DeAnne Clifton, Beauchamp & McSpadden
Thursday, March 10, 2011

Sponsor:

This seminar discusses various social media (Facebook, LinkedIn, Twitter) and how to make this marketing tool work for your business.

The Art of Working with People

Lori Eltzroth, Beacon Credit Union
Thursday, May 12, 2011

Sponsor: Bickford Cottage

Rapport, charisma, assertiveness, conflict resolution and beyond...all characteristics that define one's style in working with others. In this session, work to enhance your interpersonal skills for more effective communication so that you can achieve better results with all kinds of people.

Please register me for the
"Lunch Bytes" Seminar Series.

Name(s): _____

Company: _____

Number Attending: _____

Sessions \$12 each - member rate
(\$24 non-member rate)
 Series \$60 - member rate - **SAVE \$12**
(\$120 non-member rate)

Please indicate which session(s) you wish to attend by circling the appropriate number(s):
1 2 3 4 5

Or register online —
www.wabashchamber.org

Payment is enclosed for: \$ _____
Check# _____
(payable to Wabash Co. Chamber of Commerce)

Bill me (Add \$1 invoicing fee)

Credit Card Information:

Visa AmExp
 Discover M/Card

Account# _____
Exp. Date: _____
Signature: _____

Return to:

Wabash County Chamber of Commerce
210 S. Wabash St.
Wabash, IN 46992
Tel. 260-563-1168
info@wabashchamber.org

The Lunch Bytes Seminar Series is made possible in part by the support of these

Gold Level Chamber Members

Beacon Credit Union

Bulldog Battery Corporation

First Farmers Bank & Trust

Ford Meter Box Company, Inc.

Visionary Web

First Merchants Bank

Dr. James Ford Historic Home

Pettit Printing, Inc.

Physicians Health Plan

Wells Fargo Bank

Miller's Merry Manor

Charley Creek Foundation

Mutual Bank

Duke Energy

Crossroads Bank

2010-2011 Lunch Bytes SEMINAR SERIES

The Lunch Bytes Seminar Series is designed to be a cost-effective form of employee development. We provide lunch and the speakers which allow your employees to develop their skills.

The sessions are held on alternating months from September to May on the second Thursday of each month. Plus, this year an additional seminar the second Wednesday of August. The one hour sessions are presented at 12:00 noon.

All sessions are held at

Wabash County
Chamber of Commerce
210 South Wabash Street
(2nd floor of City Hall)

Wabash, Indiana

260.563.1168

info@wabashchamber.org

www.wabashchamber.org



ADA Compliant

This series was arranged through the efforts of the Chamber Seminar Committee, Chair Lori Eltzroth, Beacon Credit Union, and Kristi Lundquist, Lundquist Appraisals & Real Estate.



2010-2011
SEMINAR SERIES



PRESENTED BY
**Wabash County
Chamber of
Commerce**