

Chamber News

October 2010



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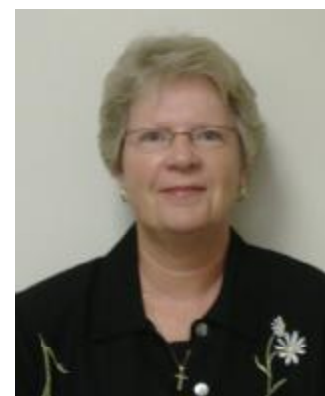
ANNUAL DINNER MEETING TO INCLUDE COMEDY, FOOD, DISTINGUISHMENTS AND MORE...



Annual Dinner Committee Chair Larry Hoover invites everyone to attend the Chamber's 69th Annual Dinner Meeting to be held Thursday, October 14, 2010, at the Honeywell Center. At 6:30 p.m. Emcee Bruce Ingraham will kick-off the evening with a special welcome, followed by the invocation given by Pastor Melissa Rice of Lincolnville United Methodist Church. Attendees will then enjoy Chef Harry Kilmer's delicious duet entrée of Grilled Beef Tenderloin and Cornbread Stuffed Chicken smothered in smoked Gouda cheese sauce. Concluding dinner, guests will be invited into the Ford Theater where the gavel of Chamber leadership will be passed. One of the highlights of the evening will be the presentation of the 2010 Business of the year Award to Living Essentials, followed by a fun filled comedic set performed by Michael Palascak. The evening will also

include the presentation of the President's Choice Award, special recognition of State Legislators, and awarding of the 2010 Distinguished Citizen Award by 2009 recipient Bruce Ingraham. The Chamber encourages all Past Businesses of the Year, Past President/Chairs and Past Distinguished Citizens to attend as their leadership is recognized. Premier Sponsors for this event include Staffing Resources, Tim Plastics, Inc., CCL Label/Auto-Sleeve, Con-way Freight, M. Jacob & Sons, S.P.E.C. Inc., Smurfit Stone Container, Votaw Electric, Briner Building, Inc. and First Option, Inc. Supporting Sponsors

are Archbold Container Corp, Premium Ingredients International, MultiColor Label, David Michael & Co., Inc., Comax Manufacturing Corp., Sleeve Co. Inc., Sonoco Products, Inc., Wildman Business Group, PCA/Acorn Corrugated Box Co., Quality Electric, C.A.T. Excavating, Physicians Health Plan of Northern Indiana, Mutual Bank, Phone Line, Inc., Crossroads Bank, Wabash County Hospital, Beacon Credit Union, NIPSCO, Charley Creek Inn, Duke Energy, Accord Carton, Cintas, Midwestern Pallet Services, Intrasect Technologies, Hagerman, Inc. and ABF. **Reservations are open to the public and may be made by contacting the Chamber office at 260-563-1168, emailing info@wabashchamber.org, or online at www.wabashchamber.org.**





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.

St. Bernard School 19th Annual Ball and Auction will be held Saturday, October 9, 2010, at the Honeywell Center. The evening begins at 6 p.m. with a cocktail hour and includes heavy hors d'oeuvres, silent auction, live auction and entertainment by DJ Wade Weaver. The event is open to the public. Tickets are \$30. For more information or to purchase tickets or cash raffle tickets call the school office at 260-563-5746.

The **Bowen Center** announces Siobhan Kenny-Sanders has been placed in charge of the DCS Liaison position for coordination of counseling services between the Bowen Center and local county DCS referrals. Siobhan is a 2009 graduate of Western Michigan University and has degrees in Science Psychology and Criminal Justice.

The **Perry Corporation** announces their Annual Sales Blitz to be held October 4-7, 2010. Prices will be slashed on copiers, printers, document management software, and other products. For more information contact Robert Bucher at 260-414-0531 or email rbucher@perrycorporation.com.

First Farmers Bank & Trust is celebrating their 125th Anniversary. During the week of October 4-8, branch offices will feature customer gifts, giveaways, themed contests and refreshments. The week will be highlighted by a customer appreciation day on Thursday, October 7. The Wabash Branch is located at 1004 North Cass Street.

The **Bowen Center** is proud to announce the promotion of Christopher Wilson to the position of Wabash Systems of Care Coordinator. Christopher will coordinate the day-to-day operations for the System of Care throughout Wabash County for children and young adults, ages 5-21 years old. For more information on the Systems of Care program, call Christopher at 260-563-8446.

The **Bowen Center** has also announced the Rhonda Hoskins was recently Board Certified as a Family Nurse Practitioner by the American Nurses Association. Rhonda is a Ball State graduate with a MS in Nurse Practitioning and provides nursing services in the Kosciusko, Allen, Whitley and Wabash Bowen Center offices.

Wabash Friends Church is offering the next seminar in their Leadership Luncheon Series. On October 7, Paul Scutt, National Vice President for Sales, Kroger Supermarkets, will speak on "Practical Leadership," He will introduce attendees to fourteen areas in leadership that produce the greatest return. The cost is \$20 and includes lunch. For more information or to register for this event, contact Scott Makin at scott@wabashfriends.org.

The **2010 Day of Healing hosted by Wabash Friends Church** will be held on November 6 at the Honeywell Center. This full day of seminars and workshops offers a variety of topics that have something to say to everyone. For more information about the events and activities of the day or to register, please contact Scott Makin at scott@wabashfriends.org.

Pathfinder Services, Inc. presented service awards to the Wabash employees during a recent luncheon. Becky Tuell, Weekend Residential Assistant for the pathfinder Community Supports Division was recognized for 20 years of service by President John Niederman. Also recognized for service was Liz Stangel, Community Integration Team Leader, for 10 years of service. Recognized for five years of service were Tina Lawson, Kay Meyer, Mary Norris, Cathy Tudor, and Tracy Wiley.

NIPSCO has announced that David W. Hadley will join the company as Senior Vice President, Regulatory Affairs. He will be based in Indianapolis with responsibility for development and execution of the company's overall regulatory strategy and key initiatives.

Upcoming Honeywell Center Events

Tom Wopat	Friday, October 8	7:30 p.m.
Jars of Clay & Brandon Heath Welcomed by WBCL	Sunday, October 10	7:00 p.m.
Wabash Area Community Theater presents		
Rodgers & Hammerstein's Cinderella	Friday, October 22	7:30 p.m.
	Saturday, October 23	7:30 p.m.
	Sunday, October 24	2:00 p.m.
Abba Mania Welcomed by Mi Tunes 101.9 & 105.9 The Bash	Tuesday, November 2	7:00 p.m.
Brian Regan Welcomed by 92.3 The Fort	Thursday, November 4	7:30 p.m.
Drumline Live	Thursday, November 11	7:30 p.m.

INSURANCE DISCOUNT FOR CHAMBER MEMBERS

One of your Chamber benefits is Physician Health Plan's Health Matters small employer health insurance discount. This year's report shows that our participating members had an annual average savings of \$2,367.85! That is a huge savings and benefit to our members, as we all know every dollar counts in our running a business. Below are the eligibility guidelines:

- ❖ Includes employers with 2 to 50 employees eligible for health insurance coverage.
- ❖ Chamber members new to enroll with PHP will receive up to a 5% discount off community-based rates.
- ❖ Chamber members already enjoying the benefits of PHP coverage will receive up to a 5% deduction from the rate increase that would have been given at renewal of their coverage.
- ❖ It is the responsibility of the business to identify themselves as a Chamber member in good standing.
- ❖ Members must provide verification of their membership such as a membership notice issued by the Chamber, a paid membership receipt or a copy of a cancelled check payable to your Chamber.



Check with your provider or call PHP at 1.800.982.6257 to learn more.

LABOR FORCE ESTIMATES FROM THE INDIANA DEPARTMENT OF WORKFORCE DEVELOPMENT

AREA	LABOR FORCE	EMPLOYED	UNEMPLOYED	RATE	Seasonally Adjusted RATE
U.S.					
August 2010	154,678,000	139,919,000	14,759,000	9.5	9.6
July 2010 (Revised)	155,270,000	140,134,000	15,137,000	9.7	9.5
August 2009 (Benchmark)	154,897,000	140,074,000	14,823,000	9.6	9.7
INDIANA					
August 2010	3,140,548	2,829,281	311,267	9.9	10.2
July 2010 (Revised)	3,157,064	2,836,835	320,229	10.1	10.2
August 2009 (Benchmark)	3,173,552	2,856,018	317,504	10.0	10.3
WABASH					
August 2010	16,873	15,165	1,708	10.1	
July 2010 (Revised)	16,918	15,166	1,752	10.4	
August 2009 (Benchmark)	16,206	14,116	2,090	12.9	

WELCOME NEW MEMBERS

IMPAC, 1516 Directors Row, Fort Wayne, IN 46808. Phone: (260)483-1695 FAX: (260)483-8606
Email: je@impacpaper.com Contact: Jamie Ellison. Mail & Paper Handling Products and Postage Meters

O'Reilly Auto Parts, 820 N. Cass St., Wabash, IN 46992. Phone: (260)563-5865 URL: www.oreillyauto.com Contact: Tim Draper, Manager. They offer products and services and the best combination of price and quality.

Aaron's Sales & Lease, 1302 N. Cass St., Wabash, IN 46992. Phone: (260)563-2139 FAX: (260)569-2093 URL: www.aarons.com Email: amanda.thomas@aarons.com Contact: Amanda Thomas, General Manager. Furniture, Electronics, Appliances. Everyone Pre-Approved! Cash, Lease, Charge.

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

AgVenture McKillip Seeds
Allen Insurance
Autumn Ridge Rehabilitation Center
Bachelor Creek Church of Christ
Bowen Center
Bowman's Candy
Bucher, McCarty & Metz
Cintas
Community Foundation of Wabash County
David L. Mann, CLU, CFP, CHFC
Dawes & Pugh, CPAs, LLC
Daywalt Pharmacy
Edward Jones – Steve VanVoorhis
Family Optometry
Friermood Tire & Alignment
G & L Plumbing
Heartland Career Center
Hoffman Nursery

Honeywell House
Kitchens Plus
Knights Inn
Living Essentials
Marilyn Ford
Myers & Son Jewelers
Physicians Health Plan of Northern Indiana, Inc.
Richard Ford
Schlemmer Brothers
Stanley Steemer
The Biltz Agency
Ugalde's
Wabash Christian Church
Wabash City Schools
Wabash County Farm Bureau, Inc.
Wabash Dental Services
Walgreens
White's Family & Residential Services



Left: Ribbon Cutting at O'Reilly Auto Parts. Right: O'Reilly's made a donation to Meals-On Wheels





SEPTEMBER BLUE RIBBON BUSINESS OF THE MONTH



INDIANA AMERICAN WATER COMPANY



*Brandon L. France, Operations Superintendent,
Wabash Office of Indiana American Water*

Many Wabash City residents at one time or another might have asked themselves the question- “Where does the water I drink come from?” Well, if you ask the October, Wabash Chamber’s Blue Ribbon recipient, Indiana American Water Company, they will tell you that the water you drink relies on ground water acquired from eight wells and two well fields. Indiana American Water Company serves as the main water source for the City of Wabash as well as Somerset and Summitville, which is located in Madison County.

In 1985 Indiana Cites Corporation sold Wabash’s water utility to Indiana American Water and has been serving the citizens of Wabash City since. Indiana American Water is a subsidiary of American Water Company which takes pride in being the largest, investor-owned water and wastewater utility company in the United States. Headquartered in Voorhees, New Jersey, American Water employs over 7,000 within 32 states and Ontario, Canada.

Brandon L. France, Operations Superintendent, along with six other workers at the Wabash office, maintain the water availability for the city residents and businesses. The Wabash Office of Indiana American Water supplies on average 1.6 million gallons of water a day to Wabash’s citizens.

So what makes Indiana American Water different from other water utility companies? Mr. France replied that it’s “local management in our communities that we serve.” Important to the Wabash office is their customer service.

One of the essentials of American Water is it’s community involvement. As listed on their website “Building strong communities is hard work... and one of the most important things we do. We’re dedicated to helping our communities be more vibrant places to live, work, and play, and hope to earn their support by being involved and concerned corporate citizens.

Our community involvement is multifaceted, drawing on the unique talents of our employees as well as the resources of our business. Through community giving, in-kind donations, partnerships and volunteering, we demonstrate our commitment to programs that address community-specific needs.

As a company, we work with a number of community-based partners throughout our service areas to positively impact the overall quality of life where our employees and neighbors live and work. It takes more than a one-time grant or volunteer effort to make a lasting difference, so we seek out and support organizations that understand how to best meet the needs of the community.

As individuals, we volunteer hundreds of hours to help our fellow citizens on a daily basis. Whether it’s participating in volunteer events, serving on the boards of local organizations, donating to company-sponsored giving events, or using our talents and skills in the community, we seek to make a positive difference every day.” At the present time Indiana American Water is working on Manchester Avenue.

Indiana American Water has been a Wabash Chamber member since 1999, and their office is located at 3929 South State Road 15, P.O. Box 394, Wabash, IN 46992. The phone number is (260) 563-6661, and the hours of operation are Monday through Friday, 8 am-5 pm. Company website is: www.amwater.com.

By Micheal Thompson, Membership Committee

CHAMBER GIFTCHECKS MAKE GREAT GIFTS!

As you begin your planning for employee rewards this coming season, make sure and remember to utilize the Chamber GiftCheck Program. The gift checks are redeemable at our 300 chamber member businesses, so your employees may choose to utilize them where they want/need; whether it's to pay a utility bill or to buy that special gift they've been wanting; this program is a win-win for all of us. This shop local initiative ensures the dollars re-circulate locally to our Wabash County member businesses. Also, remind your employees these GiftChecks make great gifts for their families, as well. Printed here and handled by a dedicated account at a local financial institution, this is a secure gift giving opportunity. Place your orders by calling the Chamber office at 260.563.1168. Remember, for large corporate orders, please call ahead, as we print and process orders as received.

YOU ARE A PARTICIPATING MEMBER WITH THE WABASH COUNTY CHAMBER GIFTCHECK PROGRAM!



Is your CHAMBER MEMBER DECAL placed on your storefront so your customers know you are a participating member?

ACCEPT, ENDORSE, DEPOSIT – SIMPLE! The Wabash County Chamber GiftChecks are to be treated just like any other check. When you receive one from a customer, simply endorse and deposit like all your other checks. Since it deposits like a check, you may give change back to the customer or give in-store credit—the choice is yours.

As a Wabash County Chamber Member, you receive 100% of the redeemed Chamber GiftCheck. This is a service for our member businesses and is our premier “SHOP LOCAL” program.

TRAIN YOUR CASHIERS AND STAFF. To ensure the program’s success in circulating these local dollars and attracting more customers to your business, we encourage you to educate your staff about the Chamber GiftCheck Program. We want your customers to have the utmost positive experience! Keep it simple, by following these guidelines:

- Inform each person on your staff who is responsible for cash handling that these GiftChecks may be accepted.
- To verify authenticity of the Chamber GiftCheck, be sure to check the security features on your “Sample” Chamber GiftCheck.
- Simply deposit the GiftCheck into your business bank account.
- This program will not interfere with your store gift card program.
- When the GiftCheck is electronically scanned, do not return the certificate to the customer.
- The GiftCheck is to be used for purchases of products/services of Chamber Members. They are not to be redeemed for cash, but change may be given.

As a member of the Wabash County Chamber of Commerce GiftCheck Program, you’re helping drive dollars back into the community. So, when customers come to your door with a Chamber GiftCheck, accept it—they will likely spend beyond the face value! For more information, call the Chamber office at: 260.563.1168.

PROCUREMENT TOOL FOR INDIANA BUSINESSES

From the Indiana Chamber
Tim Brewer, Membership Director

The Indiana Chamber is trying to ensure our businesses are aware of a procurement tool quickly becoming the main hub to connect Hoosier businesses with Indiana government agencies for contracting. The Indiana Supplier INsight is a partnership with Conexus Indiana and the Indiana Economic Development Corporation.

The tool is user friendly, and is free to utilize. Companies must have a physical Indiana address to participate as a supplier. Any company across the globe may participate as a buyer. Purdue University announced their commitment to use the Indiana Supplier Insight as their main resource for procurement. By registering your company as a supplier, you will have the opportunity to bid on contracts and to generate free visibility for your company's services and certifications.

By registering as a buyer, you will have the opportunity to search for Indiana only suppliers and easily identify potential vendors by qualifications, certifications and diversity designations.

To register your company and participate as a supplier and/or buyer, please visit: <https://app.suppliergateway.com/conexus> or contact Lisa Laughner at 317.532.4777 or lilaughner@conexusindiana.com.

BUSINESS BEFORE HOURS



The next **Business Before Hours** will be October 13, 7:00 a.m., at the Honeywell Center, 275 W. Market St., Wabash. Business Sponsors are

- Modoc's Market
- AMPRO
- Wabash County Hospital Foundation
- Wabash County Tobacco Free Coalition
- Wabash Friends Church

The emcee will be **Christine Flohr, Wabash County United Fund.**

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



2010 Charities:

Animal Shelter
Best of the Best
FAME/VPA Workshops
Family Services Society
Honeywell Educ. Outreach
New Beginnings
Paradise Spring
Systems of Care
Youth Services Bureau
Wabash Co. Cancer Society

Saturday, October 16, 2010
Noon - 4 p.m.
Paradise Spring
Historical Park
351 E. Market St.-Wabash

GATES OPEN AT NOON

Chili Tasting \$5
Food Vendors
Activities for Children
Raffles & more



Halloween Party

Saturday, October 30 — 7:00 p.m.
Wabash Elks Lodge — 225 W. Main St.

Anyone 21 & over invited — No Cover Charge

Costume Contest
50/50 Drawing

Raffle with prizes donated by Charley Creek Inn, Dorais Chevrolet-Buick-GMC, Economic Development Group, Peebles Realty, Living Essentials and more.

Entertainment by DJ Wade Weaver

BOARD MEMBERS

2010-2011

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

Phil Brown
Alumitech
Larry Hoover
Quality Electric
Lindsay Culver
Midwest Eye Consultants
Matt Mize
Attorney
Deborah VanMeter
Huntington University
Lance Agness
Ford Meter Box Company
Beth Stein
Associate Member
Kathy Jones
First Farmers Bank & Trust
Darin Hadley
Wells Fargo Bank
Rachel Cruz
Wabash County REMC
Brian Mallow
State Farm Insurance
Ellen Mock
Honweywell Foundation
Sandra Weaver
MSD Wabash County
Jim Widner
Mutual Bank
Bill Konyha
EDG Wabash County
Mayor Robert Vanlandingham
City of Wabash
Dan Hannaford
Town of North Manchester

Upcoming Events



October 9	6:00 p.m.	St. Bernard Ball & Auction Honeywell Center
October 13	7:00 a.m.	Business Before Hours Honeywell Center
October 14	6:30 p.m.	Chamber Annual Meeting Honeywell Center
October 15		Office Closed
October 30	7:00 p.m.	YPN Halloween Party Elks Lodge
October 31	5 - 8 p.m.	Halloween Trick or Treat

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 the
Wabash County Chamber of Commerce
69th Annual Dinner Meeting



Thursday, October 14, 2010
 Honeywell Center ~ 6:30 p.m.
 Wabash, Indiana
 Cost \$35 per ticket

Recognizing

Wabash County Chamber Board of Directors & Chair
 Past Presidents & Past Board Chairs
 Committee Chairs & Volunteers
 Past Distinguished Citizens

Honoring

Featured Keynote Speaker



Living Essentials
 2010 Business of the Year

Michael Palascak
 Comedian

Presenting

2010 Distinguished Citizen Award



Premier Sponsors



Supporting Sponsors



WABASH COUNTY CHAMBER OF COMMERCE
210 South Wabash Street, Phone 260-563-1168, Fax 260-563-6920
69th Annual Dinner Meeting - RESERVATION REQUEST
(Advance Reservations Only)

Duet Entrée Plate

Grilled Beef
Tenderloin
Cornbread Stuffed
Chicken with Smoked
Gouda Cheese Sauce
Garlic Red Skin
Potatoes
Fresh Steamed
Asparagus
Tossed Salad
Assorted Pies

RESERVATIONS MUST INCLUDE EACH ATTENDEE'S NAME as it is to appear on seating placecard. PLEASE LIST ON BACK OF THIS CARD. Thank you.

TOTAL TICKETS _____ @ \$35 ea. TOTAL AMOUNT ENCLOSED \$ _____

Main Contact: _____ Company _____

Address _____ Tel _____

Please charge my: Visa M/C Am. Express Discover
Account #: _____ Exp: _____

Signature: _____ Security Code #: _____

Reservation confirmation will be mailed to only those paid reservations received by **Friday, October 1, 2010**.

NO REFUNDS WILL BE ISSUED AFTER OCTOBER 8, 2010

ATTENDEES

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

***Special Dietary needs**



YOU ARE
CORDIALLY
INVITED TO ATTEND



B B H BUSINESS BEFORE HOURS

Exhibits Provided by Business Sponsors:

- Modoc's Market
- AMPRO
- Wabash County Hospital Foundation
- Wabash County Tobacco Free Coalition
- Wabash Friends Church

Emcee: Christine Flohr, Wabash County United Fund

WEDNESDAY, OCTOBER 13, 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 **October 8, 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! October 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