



AREA CHAMBER OF COMMERCE
BUSINESS CHRONICLE

Wabash Area Chamber of Commerce
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Galen Bremmer, Editor

March 2004

HONORS STUDENT LUNCHEON COMING

The Wabash and North Manchester Chambers are excited to announce that they will coordinate the 5th Honors Student Lunch where Wabash County Industry will salute the top 20% of the County High School Graduating classes. They will be hosting the students for a luncheon at the Honeywell Center Thursday, April 15. There is an ulterior motive behind this event. Seeds will be planted encouraging these young people to consider returning to Wabash after they have finished their education to use their skills and raise their families in our own community. Many do not realize that there are businesses that can use their skills right here at home. This answers a problem in Indiana commonly known as the "Brain Drain". Indiana graduates one of the highest number of students from colleges in the nation, but retains few. Wabash County businesses have



been invited to sponsor students for \$20 to attend the lunch and also to send representatives to dine with the students and personally convey our message. The event committee seats students at round tables of 6 having like interests or goals, and then adds 2 business people from their area to the table. Linda Mirante will provide the keynote address speaking on "Roots and Wings". As of this writing, the Chambers have not received any grants or sponsorships for this event, so it is very important that Wabash Businesses step up to continue this event. An interesting side benefit of the event is that it is the only time that the honor students of 5 high schools will be together in the same room. Please be generous in your support by sponsoring students AND sending a representative of your business.

LOOKING FOR AN INTERN FOR A SPECIAL PROJECT?

The Initiative to Promote Opportunity through Educational Collaboration is just the program that you have been looking for. Funded through a grant from Lily Endowment Incorporated, Manchester College is able to offer some of its finest talents to Wabash County businesses for a full time summer or part time semester intern position. These interns are FREE to the business. Details are available at the Chamber or through the Office of Career Services - 260-982-5242. What a great opportunity for Wabash County businesses.



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!

HAVE YOU HAD CHANGES OR IMPROVEMENTS IN YOUR BUSINESS? HAVE YOU RECEIVED AN AWARD, REACHED A MILESTONE, OR COMPLETED ADDITIONAL TRAINING? WE WANT TO KNOW. SHARE THESE THINGS WITH YOUR CHAMBER PARTNERS. THEY TOO ENJOY HEARING. CALL, FAX, E-MAIL, OR MAIL NOTES TO THE CHAMBER OFFICE.

Last month we welcomed Mark Gephart as the new administrator of **BICKFORD COTTAGE**. Now, here is the rest of the story. Many of you may remember Mark and his wife Constance as they have both worked in Wabash before. Mark worked for Millers and Constance worked for Community Care. Both were active in the community and Chamber. Constance can tell some excellent Expo Committee stories. Welcome Back.

Sheriff LeRoy Striker has issued a warning to businesses and individuals not to ever return a phone call to any area code 809 number. The charge per minute on that line is \$2,425, and they try to keep you on as long as possible. There is no warning. The scam plays out many ways but one of the most common is to enter the number in a pager, or ask you to call reference a family member ill or in jail. **DO NOT CALL 809!**

The North Manchester Chamber invites you to hear Chancellor Dr. Michael Wartell, from IPFW speak on Economic Development for NE Indiana, Tuesday, March 30, 9:00 AM at the Public Safety Building - 709 W. Main St., North Manchester. Cost is FREE! Call 260-982-7644.

The Small Business Development Center announces a Pre-Business Workshop Brown Bag Seminar Wednesday, March 17 from 11 AM to 1 PM. Cost is \$30. Also SBA Loan Clinic Tuesday, April 27, 4 to 6 PM. Cost is FREE. Both sessions held at the WACC office conference room. Call 563-1168 to register.

ARC OF WABASH COUNTY, INC. reminds us to "Celebrate Disability Awareness Month in March". Diversity enriches and strengthens Hoosier communities. Everyone benefits when people with disabilities are included - in schools, in the workplace, in the community, and in the voting booth. Inclusive communities happen when people with and without disabilities work together to achieve their goals and dreams. Now is the time to challenge the barriers that prevent people with disabilities from participating fully in society. March is "Disability Awareness Month" in Indiana.

WILDMAN UNIFORM RENTAL is pleased to announce that Chris Ader has joined the company and been assigned as the marketing representative for Wabash County. Welcome Chris!

IVY TECH STATE COLLEGE is offering a food prep course for the state-required food service certification on March 22 in Rochester at the Fulton County Fairgrounds. The state has enacted legislation that requires certain establishments preparing and serving food to have a certified food handler by 12/31/04. Be prepared. Call Jan Hulet at 888-454-5742, ext. 704, for additional questions or to register.

THE HONEYWELL CENTER would like you to join them in welcoming Tom Hodson, **FORD METER BOX COMPANY** President, to their Board of Directors. Tom has been a long time supporter of the Honeywell Center.

Abresist Corporation, Urbana, is pleased to welcome Chuck Tonkin, Overland Park Kansas, as their new Sales Engineer for a new territory in the western part of the United States.

Mary Giangiordano has been named the Regional Director for the Small Business Development Center. The Wabash Chamber works closely with that center in helping entrepreneurs develop, grow, and sustain small businesses in six counties of Indiana, including Wabash.

HOW DID YOU USE THE CHAMBER THIS MONTH?

Over the course of a year, I am probably asked one question more than any other--" What does the Chamber do for me?". There are many programs begging to be used. Each month, I will pick one and highlight it. USE YOUR INVESTMENT!

This month I am going to make what would seem to be a bend in the road as I talk about Chamber benefits. I want to talk about attendance at activities. As members you receive at least 120 mailings per year from us advertising Chamber activities. It could be for the Business Before Hours, Lunch & Learn Series, a seminar, Third House Session, Honor Student Lunch, Small Business Banquet, Annual Dinner or some other activity. We have 8 or 9 of those opportunities on the horizon in the next 3 months. Now, keep in mind, I am just talking about attendance today. You can benefit from just being seen and networking with your fellow business community neighbors. Become involved in your community. Who knows when you will need something from a neighbor? Do you even know your brothers and sisters in the business community? Activities are a great place to meet them. The old adage, "You get as much out of the Chamber as you invest into it" has never rung more true. Not only do you honor the group with your presence, you also can also create some good will for both you and your company. Sometime just seeing representation causes potential customers to remember that you exist. Consistent visibility may even grow your business. So, make an effort. The next time you are invited to an event, consider it an opportunity instead of a burden on your schedule. ATTEND!



CHAMBER REVIVES AG / INDUSTRY DAY

The Agriculture Division of the Wabash Area Chamber of Commerce wishes to announce that they will sponsor an Ag Day, Friday morning, March 19, 2004, beginning at 7:30 AM at the Wabash County REMC Community Room, 350 Wedcor Ave. Men and women from the Wabash County Business and Agricultural Communities are invited to come together to celebrate the culmination of National Agriculture Week and the rich heritage of agriculture in Wabash County in a joint setting. Agriculture and Agribusiness has a great impact on the economy of our county. The program will begin with a buffet breakfast. Keynote speaker will be Purdue agricultural economist Dr. Allan Gray, sponsored by Halderman Farm Management, North Central Co-Op, and McKillip Seeds. After the program, business guests will gather to depart for a tour of McKillip Seeds, and ag guests will tour Ford Meter Box Co., Inc. The tours will conclude by 11:00 AM.

The purpose of the event is to encourage fellow businesspeople from Wabash County's rural and urban industries to network together, learning the plights and successes of the other. Various Agribusinesses will have displays set up around the room. The cost of the breakfast is \$5.50 per person, however; Wabash County Farm Bureau, Inc. is underwriting each breakfast down to the actual revenue received by the farmer for the food items. Attendees will receive a rebate at check-in for the difference. This is a dramatic indication of the actual amount received by the farm family.

3RD HOUSE SUCCESSFUL

A great crowd exceeding 50 greeted Representative Bill Ruppel, Senators Tom Weatherwax and Doc Dillon, and Alicia Hazelwood from Representative Dan Burton's office. They rose to the occasion providing a very lively discussion of the past month in the legislature. Certainly there have been many issues such as all-day kindergarten, daylight savings time, gas tax, the study of combined city-county government opportunities, property tax relief, and of course, the state's financial condition. Some very interesting personal issues were raised by attendees which the legislators agreed to pursue. Thanks to Chris Martin and WEDCOR for piggy-backing this session with a Metals Forum involving the industries that are in our county working with metal products and specifically IDEM issues. That prompted a visit from the Indiana State Chamber Vice President Vince Griffin who lobbies environmental and energy issues. We appreciated having him bring his knowledge!



CELEBRATIONS

From Ribbon Cuttings to Luau, there's been lots of celebrating going on with your fellow Chamber members and some new Wabash businesses. The **Teaching, Caring, Learning Center**, **Asia Buffet**, **Grandstaff Hentgen Funeral Service**, **Good Fella's Pizza**, **The Great Wall Grand Buffet**, **Balloons Galore**, and **Canal Street Cottage & Cafe** all invite you stop in and visit with them. Our thanks also goes to **Wabash County Hospital** for sponsoring the **Vendor Luau for the 2004 Home and Business Expo**.



COME TO THE EXPO!

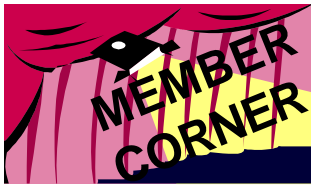
March 13 and 14 the place to be in Wabash is the Honeywell Center in Downtown Wabash! Virtually the whole Center will be consumed in the South Seas Adventure, Saturday 10 AM to 6 PM and

Sunday Noon to 4 PM. Plan to spend the weekend. See what Wabash area businesses have to offer. Plus, register to win one of the hourly prize packages or the 2 ATA Tickets to Florida plus \$200 to play with. Have a family heirloom that you have always wondered about the value? Bring it to our Antique Appraisals for their opinion. For only \$10 per item or 3 for \$20 they will tell you the story for entertainment purposes only. Find them on stage in the Gym. Planning your 2004 garden? Come hear the tips given by 21 Alive's Master Gardener Kelly Gabriel, partially sponsored by Doctor Marvin Wright. Programs will be in the Crystal Room. Want to keep the kids happy? Wabash County YMCA will sponsor Roller Skating sessions in the Rink. All this plus almost 70 businesses just waiting to greet you. **SEE YOU THERE!**

REMEMBER - SBDC & BURTON REPS

A field representative of the Congressman will be holding office hours at the Chamber March 2, 16, and 30. Special Assistant Timothy C. Davis, of Burton's Indianapolis office, will be available to the public at the Chamber office from 10 AM to 2 PM. No appointments are necessary as walk-ins are welcome anytime with patrons being served on a first-come, first-serve basis. However, if there is a special need or an individual that would like to schedule additional time, appointments can be made by calling the Chamber office at 563-1168.

A reminder, too that small business counseling is also available at the Chamber by the Small Business Development Center Kokomo field office. Jennifer Vandeburg is available for appointments the first Monday and third Wednesday of each month from 9 AM to 4 PM. Appointments are now being accepted for March 1 and 17. They are 1 hour in length. Anyone currently involved in a small business or contemplating start-up is welcome to call. Any type of small business management questions are welcome. Call the office for more information.



Spotlighting Chamber Members!

WELCOME NEW MEMBERS

(please add to your Buyer's Guide)

THE TEAGUE BARN PROJECT, INC. - 4568 West Mill Creek Pike, Wabash, Indiana 46992. Contact Susan Fagan, Executive Director. Phone 260-563-5892, Email - teaguebarn@kconline.com The Teague Barn Project, a 501(C)(3) charitable organization, is dedicated to the preservation of the historic Teague Barn, and its establishment as a farm museum where knowledge about the area's rural heritage will be passed on to future generations.

GRANGER ENTERPRISES dba./ THE SOUTHERN BREEZE - 344 W. Hill Street, Wabash, Indiana, 46992 Contact William and Lisa Granger Phone - 260-563-8529, fax - 260-569-9440 Email- wgranger@verizon.net Whether you are a weary out-of-town traveler for a one night stay, or a visiting executive staying indefinitely, this Bed and Breakfast offers upscale accommodations at economy rates. Small Conferences and Executive retreats also welcome.

RANDALL MILLER & ASSOCIATES - 58 West Market Street, Suite J, Wabash, IN 46992. Contact Brian Campbell. Phone 260-563-4467, fax 260-563-0462 E-mail - bcampbell@kconline.com Land Surveyor. Randall Miller & Associates provides land surveying services of all types, but not limited to subdivisions (design & layout), lot surveys, acreage surveys, ALTA / ASCM surveys, topographical surveys, and flood analysis.

BRUCE CARTER ASSOCIATES, LLC, - 733 Princeton Street, Elkhart, IN 46516, Contact Bruce Carter, President. Phone 574-522-1019, fax 574-522-0374. E-mail - bcarter@bcaconsultants.com Environmental Consultants. Bruce Carter Associates, LLC. is a broad-based consulting firm providing manufacturers with environmental, health, and safety consulting services since 1987. BCA has developed a reputation as a leader in the environmental, health, and safety consulting field by providing high quality services at competitive prices. BCA offers consulting services from its Elkhart and Indianapolis offices.

SUPPORTING EACH OTHER BUSINESS TO BUSINESS

We wish to say "Happy Chamber Anniversary" and "Thank-you" to the following businesses whose member anniversaries fall during March:

COMPANY	JOINDATE
Advantage Heating & Cooling, Inc.	2/2000
American Red Cross of Wabash County	3/2000
Boyer Lock & Safe, Inc.	3/2000
Brandt's Harley Davidson	3/2000
Builder's Mart	3/1992
Debi's Cafe - Somerset	3/2000
Fowler, Bing M., Family Dentistry	3/2000
G & L Plumbing	3/2000
GLIK'S	3/2001
Hank's Construction, Inc.	3/2000
Indiana Wesleyan University	3/2003
Keiffer & Wolfe Business Services, Inc.	3/2000
Kellam, Inc.	2/2001
Kirtlan Automotive Machine & Repair, Inc.	4/1993
Lundquist Appraisals, Inc.	3/2000
Lynn Huber Agency	3/2000
M & B Body Shop, Inc.	3/2000
MJV Group, Inc. - dba Econoclean	3/2000
Maxx Tan	2/2000
McDonald Funeral Home, Inc.	3/2000
Next Marketing, Inc.	3/2000
Papa John's Pizza	3/2000
Paradise Monument Company	3/2000
Peabody Retirement Community	3/2000
Poole Foods, Inc.	3/2000
Rent A Center	3/2000
The Works, LLC	7/2001
Tiede, Metz, Downs, Lynn & Schlitt, P.C.	1/1977
Treasured Dreams Cottage	7/2001
Visionary Web Design, LLC	3/1998
Wabash County United Fund, Inc.	3/1999
Wabash Friends Counseling Center	3/2000
Wabash Liquors, Inc.	3/2000
Wabash Moose Lodge 1195	3/2000
Wabash Valley Chrysler	3/1998
World Scan	9/1983

GOLD LEVEL MEMBERS

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

Frances Slocum Bank

Indiana Lawrence Bank
Bickford Cottage of Wabash
First Farmers Bank & Trust
Cinergy/PSI
First Federal Savings Bank
Charley Creek Foundation

Beacon Credit Union
Pettit Printing, Inc.
Miller's Merry Manor
Wells Fargo Bank
Yohe Realty, Inc.
Richard Ford

WACCY IS COMING



Save the date! The Wabash Area Chamber of Commerce Yearly Golf Outing has been scheduled for Wednesday, June 2, 2004. New golf pro Tony Loudon is already working with the committee chaired by Bev Holmquist, Manpower to make it one of the first really quality outings of the season. Want to help? Bev could use YOU! See you June 2.

BOARD MEMBERS - 2004

Lynn Yohe, Chair
Yohe Realty, Inc.
Dave Rutledge, Chair Elect
Wells Fargo Bank
Doug Lehman, Vice Chair
Douglas C. Lehman, PC
DeAnne Clifton, Treasurer
Beauchamp & McSpadden
Skip Daughtry, Past Chair
Beauchamp & McSpadden
Galen L. Bremmer, President
Wabash Area Chamber of Commerce

Beth Miller
Our Children, Our Future, Inc.
Brad Perrott
YMCA
Vince Harrell
Retired, Wabash County
Extension Office
Greg Pettit
Pettit Printing, Inc.
Paul Heidbreder
Wabash Plain Dealer
Howard Halderman
Halderman Farm Management
Jeff Galley
G & S Metals
Larry Hoover
Quality Electric
Steve Beck
Ford Meter Box
Kerri Mattern
Wabash County Hospital
Roger Cromer
First Federal Savings Bank
Michael Bechtol
Bechtol Grocery Company
Linda Karlin
Mark Hon

HARSHBARGER RELEASES

4TH QUARTER INDEX

Dr. Richard Harshbarger, retired Manchester College economist reported that the economic index for Wabash County fell 1.4 % in 2003 . The last major growth year was 1998 with a rise of 4.4%. Industrial electric sales led the indicators in 2003 trying to overcome bank deposits and housing permits. Employment rose slightly at 1%. This was the first increase in 3 years, however February 2003 reported a 10 year low in the employment figure. Housing construction just has not been a driving figure in the economy. Unfortunately, Wabash County fell behind the national and state picture in 2003. What about 2004??? He predicts, as has been stated previously in this column, rapid productivity growth with a very small job growth. The key for the County will be the expanding national economy which should provide a base for our industrial output. He feels the indicators will be positive, but lower than state or national numbers.

	<u>UNEM</u>	<u>STATE</u>	<u>RANK</u>	<u>NATION</u>	<u>EMPLOYED</u>
12/03	5.4%	4.9%	39	5.4%	16,080
11/03	5.3%	4.8%	36	5.6%	16,230
12/02	4.8%	5.7%		6.0%	16,480

BUSINESS BEFORE HOURS

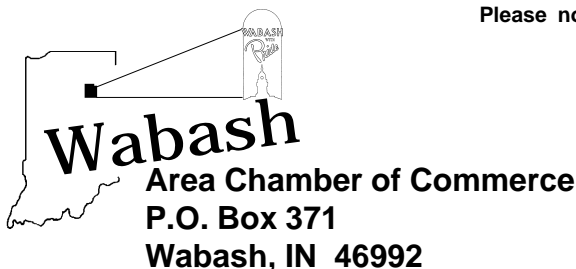
Date: **April 14, 2004 7- 8:30 a.m.**
Business Sponsors -
Sspecial Olympics
Wabash County Solid Waste Management District
Hoffman Nursery
Vernon Manor Children's Home
Wabash County REMC/Transworld Network

PLEASE CALL THE CHAMBER OFFICE IF YOU ARE INTERESTED IN BEING AN EMCEE OR BUSINESS SPONSOR.

CRIMESTOPPERS----YES!!!!!!

Local law enforcement agencies recently met with the Wabash County Crimestoppers Board resoundingly affirming the need for the organization. With that in mind, the Board is going to try to expand and renew community interest and participation. Would YOU like to serve on the Board? Contact Mike Werling at Beacon Credit Union or Galen at the Chamber. We can use your help. The law enforcement agencies want to use the program.

Please notify us of any changes on address label



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