



MEMBER CONNECTION

November 2006

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65th Annual Meeting



What an exciting night it was at your Chamber's 65th Annual Dinner Meeting. To the 415 members who were in attendance, I thank you for reaffirming my belief that this community is strongly committed to growth and prosperity. While the purpose of the Annual Meeting is to formally pass the gavel of leadership, it encompasses an opportunity for all our members to gather, share food and stories, and network as a business unit. We were privileged to have H.L. "Skip" Daughtry (**Beauchamp & McSpadden**) as the evening's emcee. Skip kept the evening rolling with much bantering and friendly "roasting" of Mayor Vanlandingham, as we honored the **City of Wabash** as Business of the Year. He rightfully pointed out all the services we take for granted and thanked the many city employees for their dedication to providing the services that keep our streets and water clean, protect and defend us, transport us safely to hospitals, and ensure the infrastructures stay in tact. As your president, I was pleased to present this year's President's Choice Award to Andy Eads (**Wabash Plain Dealer**). Andy served as Executive Vice Chair, Public Relations Committee Chair, executed the move to our new location, facilitated the creation of the new logo and building signage as well as enhanced the Business Before Hours program. We are truly grateful for his spirit of volunteerism.

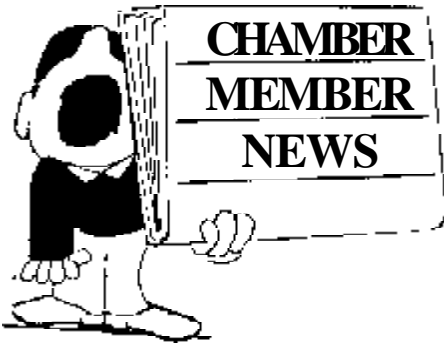


It was a deep pleasure to have served under Board Chair **Douglas Lehman (Attorney)**, and I truly appreciated his outstanding example and guidance. He transferred the gavel to Ronald Kerby (**Frances Slocum Bank**), who expressed his desire to increase our partnership with the agri-business sector, continue to add membership value, and expand our membership.



Chamber members also enjoyed illusionist, entertainer, and inspirational speaker Billy Riggs, CPS, (theattitudedude.com) as he challenged us to control the one thing in life we can – our attitude. Mr. Riggs was followed by 2005 Distinguished Citizens **Mary and Gene Delauter**, as they revealed the identity of 2006 Distinguished Citizen, **Charles Tiede**. Mr. Tiede was welcomed on stage by his wife Julie, their four daughters and families, as **Rep. Bill Ruppel** also presented an acknowledgment by the State of Indiana for Mr. Tiede's contributions to our community.





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.

Family Service Society has moved its offices to 1091 Central Avenue. The community is invited to an Open House on Thursday, November 9, from 4–6 p.m. Tour the facility, meet the staff and enjoy some refreshments. FSS is a multi-service, community-based social service agency providing a variety of services/programs including counseling for individuals, couples, and families. Client age ranges from 2–92! Come and find out more at the Open House or telephone 260.563.4407 and ask for Deb Williams. FSS is a United Fund Agency.

Jon Baker of **Baker Insurance, Inc.** wants to remind members that they are eligible for personal lines discounts for home, auto, mobile home and personal umbrella. These savings are possible through a Group Insurance Program co-sponsored between Wabash Chamber of Commerce, Baker Insurance, Inc. and Auto-Owners Insurance Company. Telephone 260.563.3463 for more information.

NIPSCO projects that if the Midwest sees normal temperatures this winter, home heating bills could decrease by as much as 30 percent. The price of natural gas on the wholesale market has fallen due to last winter's warmer-than-normal temperatures and this year's quiet hurricane season in the Gulf of Mexico, where much of the nation's natural gas is produced. "We have access to a safe, secure and reliable supply of natural gas to meet customer demand and the cost to deliver the gas to our customers has been flat since 1991," says NIPSCO President Mark Maassel.

Community Foundation of Wabash County is celebrating the Nature of Giving during the week of November 10–17, 2006. The week begins with an Office Open House (located at 218 E. Main St. – North Manchester) Friday, Nov. 10: 5-9 p.m.; Nov. 11: 10 a.m. – 5 p.m.; Nov. 12: Noon – 5 p.m. The Open House goes on the road Monday, Nov 13 to the Honeywell Center from 5–7 p.m. Tuesday will be "Telling Your Organization's Story" from 9 a.m. to Noon in the Nixon Room of Honeywell. Featured speakers will be Mary Lahman, Manchester College, and Mike Stone, Impact Strategies, Inc. Call Cathy Tudor for more information on any of these programs at 260.982.4824.

Tickets for Amy Grant with the **Manchester Symphony Orchestra**, to be held on Friday, November 17, are available at the Honeywell Center or register online at www.honeywellcenter.org. Presented by the Wabash Valley Music Association, this is sure to be an enjoyable evening filled with amazing vocal variety. Tel. 260.563.1102.

Manchester College Seek Internship Sites

Utilizing a Lilly Endowment, Inc. grant, **Manchester College** will be funding several full-time internships with local businesses and organizations for summer 2007. Organizations can greatly benefit from the work of interns, while students gain professional experience. If you are interested in applying for an intern for summer 2007, please contact Liz Bushnell at 260-982-5025 or ejbushnell@manchester.edu. Applications are due by November 30, 2006.

Upcoming **Honeywell Center** events include: Master Illusionist Mike Super, November 4, 7:30 p.m.; Air Supply, Sat., Nov. 18, 7:30 p.m.; and Dino on Dec. 9, also at 7:30 p.m. The **Clark Gallery** will be exhibiting the Honeywell Photography Show through Nov. 11, and the Children's Holiday Art & Banner Contest from Nov. 14–Dec. 10. Don't forget to make pre-event dinner reservations for the scrumptious **Eugenia's Restaurant** Dinner Buffet by calling 260.563.1102!

Ponderosa Restaurant (1319 N. Cass) wants to remind customers of their Breakfast Buffet each Saturday and Sunday for only \$5.99 per person. The buffet is open from 8 a.m. – 11 a.m. and is perfect for that morning shopping kick-off in the North Cass Business District.

Congratulations to **Visionary Web Design, LLC**, to whom has been awarded certification as a Women's Business Enterprise (WBE) by the State of Indiana's Minority and Women's Business Enterprises Division. The process to become a WBE includes

extensive review of company records, practices, structure, and management by state agency staff. The purpose of the certification program is to provide minority and women's business enterprises equal opportunity in state procurement and contracting processes. "We believe this certification is important not only for our company, but also for our city, county, and region. By exploring new avenues of growth, we not only help ourselves, but we also help our local economy grow," states Christina Sapusek, Owner and President of Visionary Web Design. To contact Visionary about their web design, IT or computer solutions, telephone 877.569.0260 or visit their website at www.visionaryweb.com or www.visionarycomputers.com.

Welcome New Members

Mutual Federal Savings Bank, 1307 N. Cass Street, Wabash, IN 46992. Telephone: 260.569.9100 Email: lbratch@mfsbank.com or jwidner@mfsbank.com URL: mfsbank.com Contacts: Linette Bratch, Asst. Branch Manager or Jim Widner, Sr. Vice President. Mutual Federal is a full service commercial bank offering all traditional community bank deposit and loan products and services.

Davis Contracting, LLC, 68 Stitt Street, Wabash, IN 46992. Telephone: 260.563.7099 Email: jdavis996@hotmail.com Contact: Jim Davis. Davis Contracting is an Electrical, Heating, Ventilation, and Air Conditioning contractor.

NEW BUSINESS OPENS NOVEMBER 1ST

Scott Poole has opened Poole's Meat Market located at 1333 N. St. Rd. 13 (former Scooby's location). The meat market will feature fresh, premium cut meats, seafood selections, Scott's own BBQ beef and pork, fresh bakery items, salads, cheese and an assortment of lunchmeats. There will also be select fresh and frozen grocery items in addition to staples such as milk, juice and breads. Please stop in and support this new business. For more information telephone 260.563.6700.

Remember to use your **Member-to-Member Discount Card**. This card offers discounts at 15 member businesses: A-Z Discount Tobacco, Asian Buffet, Daywalt Pharmacy, Dorais Chevrolet, Frances Slocum Bank, GoodFellas Pizza, Kirtlan Automotive, Lovebug Floral Boutique, Modoc's, Midwest Eye Consultants, Portraits by Kimberly, Sunshine Pack & Ship, The Wabash Gardens, The Works, Wells Fargo Bank. The card is available for all member business employees. If you need additional cards at your business please call the Chamber office, 563-1168.



65th Annual Meeting continued

2006 Annual Reports and the 2007 Wabash Community Calendar were distributed to attendees. Copies of the report will be mailed to all non-attending business members, but Calendar distribution will be at announced at a later date. We wish to thank the evening's sponsors as shown on page 1 and also, **Wabash Plain Dealer** for their special edition coverage of this event. Also, our gratitude to the 2006 Annual Dinner committee: Chair Larry Hoover, **Quality Electric**; Tina Byerly, **Beacon Credit Union**; Robert Pearson, **Wabash Co. REMC**; Trisha Metzger, **First Federal Savings Bank**; Mayor Vanlandingham, Skip Daughtry; Executive Officers Andy Eads, Douglas Lehman, Ronald Kerby, and Chamber staff.

A WABASH WINTER WONDERLAND A 3-DAY WABASH RETAIL CELEBRATION

First Farmers Bank & Trust is pleased to announce that this year's **Celebration of Light** will be held on **November 16, at 6:00 p.m.** The ceremony will include a reflection of the meaning of "Light" in the holiday season, include carols, hot chocolate and will be followed by:

CELEBRATION OF LIGHT
HOLIDAY NIGHT TO REMEMBER
OLD FASHIONED CHRISTMAS
CAROLING ON THE CORNER
LIVE WINDOW DISPLAYS WITH BUSINESSES OPEN LATE!

On **Friday, November 17, North Cass Businesses** will be featuring the **CHRISTMAS TRAIN** (at Wabash Village Shopping Center), **COMMUNITY PRAYER WITH LIVE READING OF NATIVITY, FLAG POLE LIGHTING, LIVE REINDEER AND LOTS OF SPECIAL SHOPPING!**

Saturday, November 18, will be the official **GIFT SHOP TOUR and BREAKFAST WITH SANTA.** Listen to **WJOT Oldies 106** for more details!

Small Business in Indiana – Quick Notes to Ponder

A report recently released by the Indiana Business Research Center at Indiana University's Kelley School of Business showed that more than half of all Hoosiers work in non-farm businesses with less than 100 employees. These businesses also consist of over 50% of entities that have less than five employees coming from more than 2/3 of Indiana counties.



Jon Wright and Bob Ferguson of the Indiana Department of Workforce Development project that Indiana employment is expected to grow by 302,600 jobs in the next seven years, or a rate of growth of 10% between 3,056,560 in 2004 to 3,359,170 by 2014. Retirees and others leaving the workplace in Indiana will create *another* 742,160 job openings.

The largest number of openings will come in retail sales and the food service industry. This is expected due to growth in industries associated with leisure and hospitality, as well as "the reality that workers move in and out of these jobs quickly – creating openings for replacements." Visit www.incontext.indiana.edu/ to view articles on the Indiana economy in context within the state and the nation.

Business Before Hours

The next Business Before Hours will be December 13, 7:00 a.m. at the Honeywell Center



Business Sponsors are Yohe Realty, Inc., Manchester College Conference Service, Wells Fargo Bank, Youth Service Bureau, and Physicians Health Plan/Beauchamp & McSpadden. The emcee will be Tony Pulley of First Fed Financial. Please mark your calendars now to attend.

Business After Hours

This is a new event offering even more networking opportunities for our members. It is also a time for you to learn more about Chamber member businesses and what they do. The first one will be sponsored by Wabash Engraving on December 7. Watch for more details to follow.



From the Indiana Chamber

Editor's note: The Indiana Chamber provides your local chamber with important legislative updates. I have included below, recent commentary from the September 25, 2006 issue of "Interim Update" as a challenge to our community—will we take the important step of beginning dialogue on this governmental efficiency issue? Kp

HEA 1362...with the passage of this law that allows for local government reorganization to occur at the local level, more Indiana communities are looking at how it might be used to make their government more responsive and efficient. HEA1362 makes it possible for units of local government to structurally change without coming to the state Legislature. It allows for mergers of various units of local government to occur locally – including two or more adjacent counties, townships, municipalities, school corporations and municipal corporations that have substantially equivalent powers. The challenge will be to implement the process in HEA 1362 in several communities to see what kind of efficiencies can be gained through tailoring local government to a community's needs. The processes are lengthy and require diligent effort to be successful...**the business community will have to be the driving force to make these changes.**

Upcoming Seminars from the Indiana Chamber:

"How to Hire, Fire and Discipline Your Employees...within Indiana Law" to be held on December 14, at the Hyatt Regency in Indianapolis. Presented by Barnes & Thornburg and Baker & Daniels, LLP, this seminar is part of the 2006 Human Resources Training Series. To register telephone 800.824.6885 or visit www.indianachamber.com.

Your Indiana Chamber is offering a **"Remaining Union-Free Workshop"** conducted by Ken Yerkes and Terry Dawson of Barnes & Thornburg, LLP. Topics to be included: AFL-CIO's Renewed Commitment to Organizing, Avoiding the Union Organizer Altogether, Employee Involvement and the Legal Stuff You've Got to Know; Early Recognition of Organizing Activity, Responding to Union Activity and Winning the Election, 10-point Plan on Remaining Union –Free. The workshop will be held on November 14, call Ann or Lisa at 800.824.6885.

From the Indiana Youth Institute:

Grant Tip: The Verizon Foundation supports youth programs focusing on literacy, technology or domestic violence prevention. Grant range varies. Deadline: November 30, 2006. More info at <http://foundation.verizon.com>.

Small Business Development Center



Remember that your Wabash Chamber partners with the SBDC to provide FREE Business Counseling. Whether your business is looking to expand, needs to write a business plan, you need help with sales training, or you just need to explore options for your company, SBDC counselors are available to assist. They are available in the Chamber office the first Tuesday, and third Thursday of each month. Call the office to schedule your appointment – 260.563.1168.

BOARD MEMBERS

2006-2007

Ron Kerby, Chair
Frances Slocum Bank
Andy Eads, Chair Elect
The Plain Dealer
Trisha Metzger, Vice Chair
First Federal Savings Bank
Doug Mays, Treasurer
Thermafiber.
Douglas Lehman, Past Chair
Douglas C. Lehman, PC
Kimberly Pinkerton, President
Wabash County Chamber
of Commerce

Larry Hoover
Quality Electric
Tina Byerly
Beacon Credit Union
John Andersen
Ford Meter Box Co., Inc.
Kathy Jones
First Farmers Bank & Trust
Robert Pearson
Wabash County REMC
Celia Briggs
Wabash City Schools
Scott Rands
Indiana American Water Co
Mark Sapusek
Visionary Enterprises
Lynne Schafer
Lynne's Lien Searching &
Dedicated Services
Jeff Myers
Servisoft Ecowater Company
Emily Guenin-Hodson
Guenin Law Office

Calendar



November 7		SBDC Counseling
November 9	12:00 p.m.	Lunch & Learn Seminar
November 11		Wabash County Hospital Gala
November 16		SBDC Counseling
November 16-18		Holiday Events around Wabash
November 23 & 24		Chamber office closed for Thanksgiving
November 29 & 30		Membership Drive
December 7		Business After Hours - Wabash Engraving
December 13	7:00 a.m.	Business Before Hours

Gold Members

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

Beacon Credit Union
Pettit Printing, Inc.
First Federal Savings Bank
Richard Ford
Bulldog Battery
Wells Fargo Bank
Miller's Merry Manor
Frances Slocum Bank
Ford Meter Box Co., Inc.
First Farmers Bank & Trust
Kirtlan Automotive Machine & Repair, Inc.
Physician's Health Plan of Northern Indiana, Inc.
K & R Office Supply, Inc.

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.



P.O. Box 371
Wabash, IN 46992

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604 E. College Avenue
North Manchester, IN 46962
260-982-5242
260-982-5408 (Fax)
www.manchester.edu

November 2, 2006

Dear Wabash County Employers:

Northeast Indiana offers a wide variety of career options, but these opportunities are often overlooked by new college graduates who think the best jobs are to be found out-of-state. Utilizing a grant from the Lilly Endowment Incorporated, Manchester College's Office of Career Services is bringing together Wabash County local employers and college students for summer internships.

Attached please find information regarding *The Initiative to Promote Opportunity through Educational Collaborations*. This unique grant initiative will allow employers the chance to engage a student intern in a meaningful project that will be beneficial to both. In order to make this collaboration effective, we are asking employers interested in having an intern for Summer 2007 to write a letter of intent for review. The information that you provide in the letter of intent will help us find potential student candidates for your organization. The grant advisory committee will select sixteen summer internships to fund; student interns in these positions will be paid a salary for their internship from the grant funding. Selection is based on significance of internship projects, opportunity for student to contribute to the organization, opportunity for students to develop a professional network, variety of internships in different career fields, and availability of qualified students. In addition, proposed internships that facilitate company growth or offer the possibility of full-time employment will receive greater priority for funding. Grant-funded internships must be full-time, summer opportunities (10-12 weeks) in Wabash County. Other internship opportunities will also be actively promoted in order to find top qualified students for the positions.

If you have any questions or need more information, please feel free to contact me at Manchester College's Office of Career Services.

Sincerely,

Elizabeth Bushnell

Elizabeth Bushnell
Associate Director, Career Services

The Initiative to Promote Opportunity through Educational Collaborations

Internship Placement Letter of Intent

To be considered for an internship placement through the Initiative to Promote Opportunity through Educational Collaborations, organizations must first submit a letter of intent. After a review of the letters of intent, selected organizations will then be invited to participate in the program. The letter of intent should be one to two pages in length and must include the following information.

- The goals of the internship.
- The scope of the work that the intern will be responsible for during the internship.
- A description of how the intern can have a positive impact on your organization.
- Specific qualifications and skills that an intern would need to be successful.
- A brief description of your company, including opportunities for growth.
- Specific networking opportunities that would be available to a student intern.
- Name, phone number, and email address of the primary contact person that will supervise the internship.
- An indication of whether your organization would like assistance in developing an internship opportunity even if you are not selected for grant funding (internships can be on a volunteer basis).

Letters of intent for employers requesting an intern for Summer 2007 are due
Wednesday, November 30, 2006.

Letters should be mailed to:

Manchester College
Office of Career Services
Attn: Liz Bushnell
North Manchester, IN 46962
(260) 982-5408 (fax)
<http://www.manchester.edu/OSD/Career>

If you have any questions, please contact
Manchester College's Office of Career Services at (260) 982-5242

A SPECIAL OFFER FOR WABASH CHAMBER MEMBERS!

BUY ONE TICKET GET ONE FREE!



Mike Super

an evening of magic & illusion

SPONSORED BY AL-FE HEAT TREATING
AND STANLEY STEEMER

Sat., Nov. 4

7:30 pm

Regular ticket prices \$35, \$17, \$12, \$7

Coupon cannot be exchanged for cash. Tickets must be purchased at the Honeywell Center Box Office or by calling (260) 563-1102. **IF ORDERING BY PHONE, PLEASE MENTION CODE WABASHCHAMBER2006.** Offer not available when purchasing online. Free ticket must be of equal or lesser value than the purchased ticket.

Master illusionist Mike Super returns for another amazing show at the Honeywell Center!

Don't miss your chance to see mind-boggling illusions, sleight-of-hand tricks, and more... including an audience levitation (it could be YOU!)

Mike presents a high-energy interactive evening complete with a high-tech sound and light show - awesome entertainment for all ages.

DON'T FORGET... make your reservations for buffet dining before the show at Eugenia's Restuarant - 563-1102!

www.honeywellcenter.org