



MEMBER CONNECTION

January
2007

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NEW/RETURNING MEMBERS TOTAL 34 FOR FIRST QUARTER OF CHAMBER FISCAL YEAR

Wabash County Chamber of Commerce volunteers spent 1 ½ days manning the phones for the Chamber's "Go for the Goal" member marathon. Footballs flew through the goal posts as volunteers recruited fellow business persons to invest in the Wabash County Chamber of Commerce. Final tally netted 34 additional businesses, bringing chamber membership to 334 members. Membership Drive Chair Lynne Schafer and Chamber President Kimberly Pinkerton cheered volunteers on to "Goal for the Goal" in member recruitment. New and returning Chamber members include:

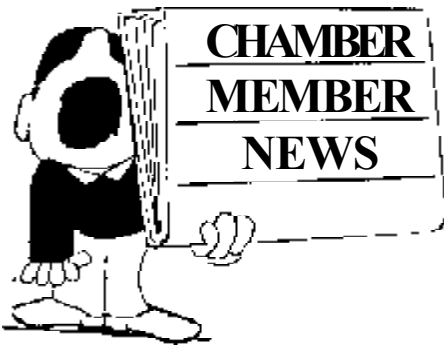
Adonai Technology Solutions, Inc., Allstate Insurance, Avon Independent Rep. Carey Adamiec, BP Appraisals, Bozarth Recreational Resort, Chippewa Bait, , Crazy Horse Outfitters, Davis Contracting, LLC, Dickos Peterson Metz Realty, Emerson Erb, Francis Shoppe, Fur, Inc., H & R Block, Heaven on Earth, Iron Customs, Lovebug Floral Boutique, McDonald Funeral Home, Metz Appraisal Service, Peabody Retirement Community, Poole's Meat Market, Randi Zimmerman, Attorney, Rick's Home Improvement, Scotty's Bar, Subway, The Herb Shop, The Noisemakers, Todd's Auto Center, Total Works Salon, Uptown Style, Wabash County Sheriff's Dept., Wabash Veterinary Hospital, Wayne's Coatings, and Pat Lynn.



Kim Pinkerton presents new member plaque to Valerie Wilcox of Crazy Horse Outfitters.

The membership drive call center was made possible courtesy of **The Phone Line, Inc.** and was operated by the following volunteers: **Andy Eads, Wabash Plain Dealer; Jeff Myers, Servisoft, Trula Frank, Wabash Co. Convention and Visitor's Bureau; Christy Kisner, Wabash Realty; Mark Sapusek, Visionary Enterprises; Emily Guenin-Hodson, Guenin Law Office; David L. Mann, CLU, CFP, CHFC (Northwestern Mutual Financial Network), Jennifer Pinkerton, First Farmer's Bank & Trust; Michael Thompson, Ponderosa; Brenda Weaver, Beacon Credit Union; Lynne Schafer and Sandra Bowers, Lynne's Lien Searching and Dedicated Services; Tina Byerly, Beacon Credit Union; Josh Benedict, Frances Slocum Bank; Trisha Metzger, First Federal Savings Bank; John Andersen, Ford Meter Box, Inc.; Douglas Lehman, Attorney; Chamber Board Chair Ronald Kerby, Frances Slocum Bank; Lisa Flack, First Federal Savings Bank; and David Floyd, Bucheri, McCarty, & Metz.** Those delivering membership packets and plaques included: **Larry Hoover, Quality Electric, Inc.; Michael Thompson, Rob Pearson, Wabash County REMC;** and Chamber President Kimberly Pinkerton. Team incentive prizes were provided by the following businesses: **K & R Office Supply, Subway, Hoffman Nursery, Burger King, Bowman's Candy, Ponderosa, Kitchen's Plus, Servisoft-EcoWater, Hardee's, Frierwood Tire & Alignment, and Arby's Restaurant.**

THANK-YOU, MEMBER VOLUNTEERS, FOR MAKING OUR MEMBER DRIVE A SUCCESS!



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.

The **American Red Cross of Wabash County** is presenting a FREE Continental Breakfast and Workplace Seminar on Tuesday, January 23, from 7:30 a.m. – 9:00 a.m., in the Wabash County REMC Meeting Room, located at 350 Wedcor Ave., Wabash. Attendees will learn about the latest advances in lifesaving techniques, as well as the newly revised programs from the Red Cross. Learn how the changes will impact training programs, understanding OSHA compliance laws and their workplace impact, customized training for your workplace, and Automated External Defibrillator (AED) information and demonstrations. Make reservations by calling 260.563.2658.

Ivy Tech is offering Ag Courses as part of its continuing education courses. Microsoft Excel 2003 explores the uses of spreadsheets in agriculture; especially for farm financial records and inventories. You will learn how to use formulas, graphs, charts, sort and print using downloaded templates specifically for the farm. Course fee, \$99; contact hours, 12. Classes will be held in Kokomo, Jan 13 – 27, Saturdays, 9 a.m. – noon. Also in Logansport, Feb. 10-24, same time. **Ivy Tech** is also offering Electricity for agriculture. The course focuses on the study of electrical laws and principles pertaining to DC and AC circuits. The class stresses the use of standard electrical equipment and troubleshooting procedures for AC motor circuits, as well as 12 VDC mobile equipment. Course fee, \$129, and will be held in Kokomo, Feb. 24 – Mar. 31 on Saturdays, 9 a.m. – noon. Register by calling Jan Hulet at 800-459-0561, ext 528.

In December, **NIPSCO** received a favorable ruling from IURC to extend the Winter Warmth program through May 2007. Total funds available for distribution will range from \$3.6 to \$4.2 million. The contribution will be 13.33% of total dollars collected from customers. The average residential customer will contribute approximately \$.63/month toward the program. Over the last 2 years, the Winter Warmth program has distributed more than \$10 million to over 24,000 customers. NIPSCO also announced that since 2004, the utility has contributed \$28,000 to more than 130 non-profit organizations on behalf of its Community Advisory Panels (CAP).

Wells Fargo announces their new banking hours for 2007: Lobby—Monday through Thursday, 9 a.m. – 5:30 p.m.; Friday, 9 a.m. – 6 p.m.; and Saturday, 8 a.m. – 12 p.m.
Drive-up hours: M – Th., 8 – 5:30 p.m.; Friday, 8 a.m. – 6 p.m.; Saturday, 8 a.m. – Noon.

The **American Cancer Society's Daffodil Days** are coming to Wabash County March 16-17. Join the fight against cancer by raising funds and sharing hope for a future where the disease no longer threatens those we love. You can help make a difference by ordering beautiful, fresh-cut daffodils by February 15. \$10 per bunch of 10 and \$5 for a vase. You may also order a case containing 50 bunches of 10 for \$500. This is a great way to show appreciation to clients, employees, or brighten your offices, in the name of a good cause. Order by contacting Angie Reinhardt at 765.455.9905 or angela.Reinhardt@cancer.org.

Manchester College and Manchester High School announce three public programs that will reflect on Martin Luther King, Jr. and social justice. Black theology scholar Dwight Hopkins of the University of Chicago will keynote “Service of Remembrance and Rededication in Honor of Martin Luther King, Jr., at 7 p.m., Friday, January 12, in Wampler Auditorium, Manchester College. Hopkins will also address students at Manchester High School at 12:30 p.m., Friday. In addition, an interfaith celebration (Christianity, Buddhism, Judaism) of King’s life begins at 7:30 p.m., Monday, Jan. 15, in Petersime Chapel on campus.

The **Honeywell Center** introduces Fort Wayne resident David Haist as a new Honeywell Foundation Board Member. Wabash residents Naomi Porter and Pete Jones, and North Manchester resident Ralph Naragon, join the organization’s existing nine life members. Haist is the first non-county board member, which will help further plans for ways the Center may serve all of its patrons better. Board President Bruce Ingraham said, “Recruiting an out-of-county board member was a conscious decision. The Honeywell Center is a regional facility that services people in multiple counties.” For more information on the Honeywell Center and its programs, visit www.honeywellcenter.org or telephone 260.563.1102.

IMPORTANT REMINDER— CHAMBER CERTIFICHECKS ARE REAL CHECKS – HONOR THE FULL VALUE WHEN CUSTOMERS PRESENT FOR PAYMENT

Your Chamber office has received an unusual amount of emails and phone calls informing us that member businesses are not issuing change or store gift cards/certificates (per your policy) when customers present Chamber Gift Certificates totaling more than their purchase. An example: a customer recently paid for their \$19.98 dinner with a \$25 Certificheck, and the restaurant would not issue any change back. Please take time to train your employees on the proper handling of these Certifichecks. They are strictly checks which get endorsed and deposited with all of your other monies. **Thanks for your assistance in making this program easy to use while keeping our shopping dollars local!**

FROM THE INDIANA CHAMBER OF COMMERCE

For more information or to register for any of the Indiana Chamber events, visit www.indianachamber.com.

Small Business Day at the Statehouse will be held January 30 in downtown Indianapolis. A look at health care and options for dealing with rising costs, including health and savings accounts will be discussed as well as national immigration policy. There will also be legislative briefings and the Small Business Awards luncheon, and visits with local legislators. Be sure your voice is heard – register today.

An Indiana Workers Compensation Conference will be held on January 16. WC is a complex topic. This program will help you understand your rights as an employer, how to prevent workplace injuries, how to get an employee back to work after an injury and how worker’s compensation combines with other Indiana laws.

The 2007 Indiana Safety and Health Conference & Exposition will be held on February 13-14 at the Crowne Plaza Hotel, in Indianapolis. Featuring Key-note Speaker Dr. E. Scott Geller.



2007 MEMBER-TO-MEMBER DISCOUNT CARDS NOW AVAILABLE

Chamber Membership Committee Chair Lynne Schafer announces the 2007 Member-to-Member Discount Card is now being distributed to Chamber Members. If your company does not receive their cards by January 30, please call the office. The card is a retail promotion offering discounts on goods/services from sponsoring business members. The discounts are available to all Chamber members (REMEMBER – if your business is a member, all of your employees are members.) This year's sponsors include the following businesses:

- A-Z Discount Tobacco – 25% off Gourmet Coffee or Premium Cigar
- Asian Buffet – 10% Discount – Buffet & Carryout
- Daywalt Pharmacy-20% off Carlton Greeting Cards
- Dorais Chevrolet - \$2 off Lube, Oil & Filter-Cars & Lt. Trucks
- Frances Slocum Bank-1/2% Discount Consumer Loan
- Goodfellas Pizza - \$2 off any 18" Pizza; \$1 off any 16" pizza
- Kirtlan Automotive – Free Tire Rotation w/Oil Change
- Lovebug Floral Boutique – 10% off cash/carry
- Modoc's – 15% off Coffee Bar Drinks
- Midwest Eye Consultant – 10% off Eye Exam & Complete Pair of Glasses
- Portraits by Kimberly – 10% off Session Fee
- The Wabash Gardens – Free Soft Drink with meal purchase
- The Works – 10% off all food items
- Wells Fargo Bank – ½% savings on personal loan w/checking or savings account
- Visionary Computers – 10% off labor
- Visionary Web Design – 10% off new website
- Wabash Valley Chrysler – Free Tire Rotation with oil change (limit 1/customer)
- Papa Johns Pizza – Buy large pizza, get one free
- Sunshine Pack & Ship – 10% discount
- Stanley Steamer – Clean 3 areas, get 4th free, minimum charge applies
- Joy Christian Bookstore – Buy 2, get 1 free on promotional boxed cards
- Brandt's Harley Davidson – 10% off any Brandt's T-Shirt
- First Farmers Bank & Trust – Open deposit account & receive \$50 bonus—New Customers Only
- Great Wall – 10% off Buffet & Carry-Out



Other Membership Discount Card Committee Members who worked on this project include: David Floyd-Bucheri, McCarty & Metz and Jennifer Pinkerton, First Farmers Bank & Trust.

Business Before Hours

The next Business Before Hours will be February 14, 7:00 a.m. at the Honeywell Center.

Business Sponsors are Hoosier Heartland Industrial Corridor, Inc., Economic Development Group of Wabash County, Wabash Elks Lodge #471, and Bowman's Candy. The emcee will be Karen Newhouse of the Wabash County Hospital Foundation.



CHAMBER HAPPENINGS



your partners in success

Join us at **January's Business AFTER Hours**, on **January 10, from 5 – 7 p.m.**, at **Frances Slocum Bank**, 1250 N. Cass St., Wabash. Meet the staff, tour the facility, enjoy refreshments and learn more about what this local bank has to offer. Chamber staff and board members will be on hand with bank President Ron Kerby as he welcomes you to the facility.

The **LUNCH & LEARN SEMINAR SERIES** continues on Thursday, January 11, from Noon to One in the Chamber meeting room. Dr. Todd Voss, **Indiana Wesleyan University**, presents "Reducing Employee Turnover", which will detail the philosophy of building teamwork and successful business results by "getting the right people on the bus." We thank **Ford Meter Box Co., Inc.** for sponsoring this month's event. Register by calling the office at 563.6920 or online at www.wabashchamber.org.

WELCOME NEW MEMBERS! We invite all new and recent Chamber members to a free **NEW MEMBER LUNCHEON**, in the Chamber office, on January 18, from 11:30 a.m. – 1 p.m. Lunch is being sponsored by **First Farmers Bank and Trust**, and will feature a Lasagna Entrée from **Market Street Grill**. Committee Chairs, Staff, and Board Members will be on hand to help new members learn more about the Chamber and how get the most from their membership investment.

Springtime Rock & Roll – **Home and Business Expo 2007** — is coming up March 10 & 11 and will once again be held in the Honeywell Center. Grand Prize packages will include airline tickets donated by

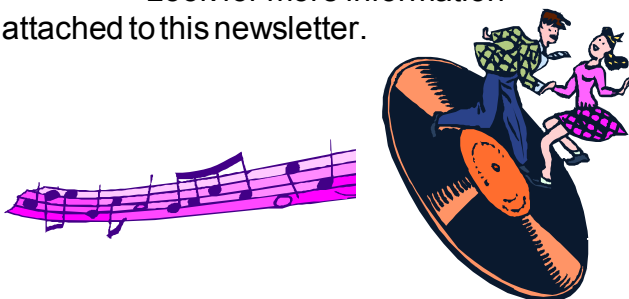


Allegiant Air and Air Tran.



Look for more information

attached to this newsletter.



DO NOT FAX LAW EFFECTIVE JANUARY 1, 2007

Indiana Attorney General Steve Carter reports that as of January 1, businesses and residents who receive unsolicited advertising faxes from someone they don't have a prior business relationship with will be able to report them to the Attorney general's Consumer Protection Division. The law makes the sending of an unsolicited fax a deceptive consumer act and allows the attorney general to pursue penalties of up to \$1,500 for each unwanted fax.

Consumers can access www.AttorneyGeneral.in.gov to file a complaint about an unsolicited fax. In order to submit the complaint, print and fill out the form and mail it to the Consumer Protection Division along with a copy of the unsolicited fax. Consumers may mail their complaint to:

Indiana Attorney General Office
Telephone Privacy Division
302 W. Washington St.
Indianapolis, IN 46204

Consumers without Internet access can telephone 1-800-382-5516 and request a complaint form be mailed to them.

Preliminary State Unemployment Figures Released December 29, 2006

Indiana Department of Workforce Development reported Indiana's seasonally adjusted unemployment rate dropped in November to 4.8%, down from 5 % in October and from 5.3% one year ago. Nationally the unemployment rate was 4.5%, up from 4.4% in October. The number of employed Hoosiers on a seasonally adjusted basis in November 2006 was 3,106,416 compared with 3,051,422. For the month of November, Indiana's neighboring states reported the following rates: Kentucky, 5.5%; Illinois, 4.1%; Ohio, 5.4%; and Michigan, 6.9%.

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



January 10	5:00-7:00 p.m.	Business After Hours - Frances Slocum Bank
January 11	12:00 p.m.	Lunch & Learn Seminar
January 18	11:30 a.m.	New Member Reception
February 14	7:00 a.m.	Business Before Hours
March 10 & 11		Home & Business Expo



Gold Members

We 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.

Please notify us of any changes on address label



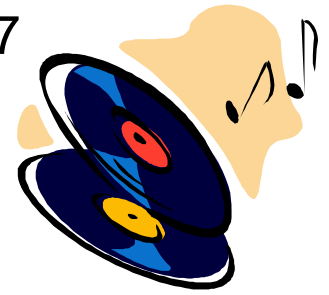
P.O. Box 371
Wabash, IN 46992



HOME & BUSINESS EXPO 2007

“Springtime Rock & Roll”

A WABASH COUNTY
CHAMBER OF COMMERCE EVENT



Your Wabash County Chamber of Commerce is proud to present the Home & Business Expo 2007 — Springtime Rock & Roll. This exciting event will be held in the Honeywell Center, building on the over 2000 guests we had in attendance last year. Encouraging our vendors to use the Rock & Roll theme, we will use the gym, old lobby, Honeywell Room and new lobby for exhibit space allowing all exhibitors to be on one level. We also have plaza display space and Market Street display space outside for anyone with large items you wish to display. This gives us a multitude of options. The dates of the Home & Business Expo 2007 are March 10 & 11.

SPONSORSHIPS AVAILABLE

EXCLUSIVE EVENT SPONSOR — \$2,500

- Logo at each entrance on main decorations
- Recognition in all pre-show publicity
- Logo sign at Information Booth
- Booth space (10' x 8') to be used or may be donated to organization of your choice, with sign (18" x 24") to be displayed
- Exclusive sponsor of the Vendor Lounge

SPECIAL ACTIVITIES - on the Gym Stage — \$500

Exclusive Signage for this event; recognition in all pre-show publicity; booth space for your use or organization of your choice.

ADDITIONAL PARTICIPATION OPPORTUNITIES

SILENT AUCTION — Donation

Donate an item for the Silent Auction - your name displayed at the auction table.

DOOR PRIZE — Donation

Donate an item for a Door Prize package - your name announced when prize is given.

If the opportunity presented is of interest to your company, please respond by completing the enclosed form. In order to allow sign-makers a reasonable time to create a quality sign and to ensure booth availability, we need to know of your interest by February 6. Any questions or additional information needed? Please contact Beth Miller at the Chamber of Commerce Office, 260-563-1168.





EXHIBITOR'S INFORMATION

Home & Business Expo 2007

"Springtime Rock & Roll"



A Wabash County Chamber of Commerce Event

EXHIBIT HOURS

Saturday, March 10, 2007	10:00 a.m. - 6:00 p.m.
Sunday, March 11, 2006	12:00 p.m. - 4:00 p.m.

Size: 10' x 8"

Includes: Curtains on sides of booth 3' high
 Backdrop curtain 8' high
 Professionally hand painted sign with exhibitor's name
 One 8' skirted table and two chairs
 Showcase publicity (exhibitors are urged to do additional advertising on their own)
 Electrical hookups available at nominal fee (please specify on registration form)

SET UP TIME - We strongly encourage decorating within the theme and plan an interactive booth for maximum traffic.

Friday, March 9, 2007		3:00 p.m. - 9:00 p.m.
	New Lobby	3:00 p.m. - 6:00 p.m.
Saturday, March 10, 2007		8:00 a.m. - 9:30 a.m.



TEAR DOWN TIME

Sunday, March 11, 2007	4:00 p.m. - 6:00 p.m.
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ALL AREAS! NO EARLY TEAR DOWNS PLEASE!

RESERVATIONS

Reservations must be accompanied by booth rental fee. Make checks payable to Wabash County Chamber of Commerce, P.O. Box 371, Wabash, IN 46992. Major credit cards accepted. The Chamber reserves the right to move a booth location in order to handle any unexpected special needs.

BOOTH RENTAL

Chamber Members
 \$220 by February 5
 \$250 after February 6

Non-members
 \$300 by February 6
 \$330 after February 6

Reserve 2 booths and receive a 3rd booth at 1/2 price

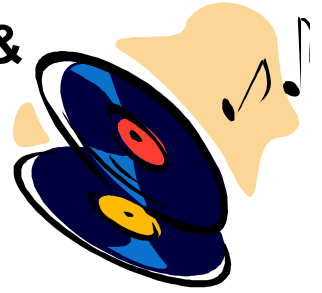
AUXILIARY SPACE RENTAL

Plaza and/or Market Street — space and price negotiated



EXHIBITOR REGISTRATION FORM & SPONSOR SIGN-UP FORM

Home & Business Expo 2007 "Springtime Rock & Roll"



A Wabash County Chamber of Commerce Event

Company _____

Address _____ City _____ State _____ Zip _____

Contact Name _____ Telephone _____

of booths to be reserved _____

Booth & Electrical Needs - Check the appropriate boxes

- Chamber member (\$220) with payment by February 5
- Non-member (\$300) with payment by February 5
- Chamber member (\$250) with payment after February 5
- Non-member (\$330) with payment after February 5
- Space outside on Plaza (price negotiated)
- Space on Market Street (price negotiated)
- Number of 110v electrical outlets needed _____
Amps required _____ (no additional cost)

SPONSORSHIPS	
Honored in order of receipt	
<input type="checkbox"/>	EXCLUSIVE EVENT SPONSOR - \$2,500
<input type="checkbox"/>	SPECIAL ACTIVITIES ON GYM STAGE - \$500

PAYMENT OPTION MUST ACCOMPANY BOOTH REGISTRATION!

Total enclosed \$ _____ Check # _____ payable to Wabash Area Chamber of Commerce

Invoice me for \$ _____

Please charge my: VISA _____ M/C _____ American Express _____ Discover _____

Acct No. _____ Expiration Date _____ Security Code # _____

Signature _____

LOCATIONS - Efforts will be made to honor location requests but cannot be guaranteed.

Circle desired location

Gymnasium Honeywell Room Old Lobby (not secure) New Lobby (not secure)

Name to appear on exhibit sign _____

Product/Service to be exhibited _____

One 8' covered and skirted table with two chairs is provided. To order additional tables, skirting, etc., contact the Chamber office at 260-563-1168.

Please mail completed reservation form **WITH PAYMENT OPTION** to:

Wabash County Chamber of Commerce, P.O. Box 371 Wabash IN 46992 OR Fax to 260-563-6920



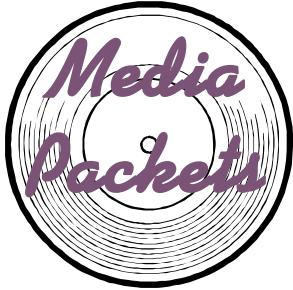
You Are Invited



to a

Vendor

Reception



Tuesday, February 6, 2007

7:00 p.m.

*Wabash County Chamber of
Commerce Conference Room*

Maximize your Booth Investment

Name _____ **RSVP**

Company _____

Attending _____

Return to Wabash Area Chamber of Commerce, P.O. Box 371, Wabash, IN
46992 - PHONE: 260-563-1168 - FAX: 260-563-6920 EMAIL:
info@wabashchamber.org