

AREA CHAMBER OF COMMERCE

BUSINESS CHRONICLE

Wabash Area Chamber of Commerce
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Galen Bremmer, Editor

November 2003

PETE AND SUSIE JONES DISTINGUISH 2003 MEETING

The 2003 Wabash Area Chamber of Commerce Annual Dinner Meeting concluded on a high as Susie and Pete Jones were named Co-Distinguished Citizens by 2001 Citizen Judge Ward. This was the third time in the award's history that there were co-honorees. It was also the second time that offspring of a former recipient received the award. In 1985, Pete's mother, Martha, earned the honor. Judge Ward then introduced a delegation of 14 friends and family members, who had started the celebration with their own party much earlier, to the surprised couple. Judge Ward had kept the audience confused and guessing by mixing stories and accomplishments of the two in her introduction until revealing that there were indeed co-recipients. Earlier in the evening, Past Chair Steve Ford had presented current Board Chair Skip Daughtry a plaque and scrapbook of his year as Chair. Daughtry then introduced his Business of the Year honoree Beacon Credit Union in the person of Bruce Ingraham. Bruce accepted awards from the Indiana State Legislature presented by Representative Bill Ruppel, and Wabash County by Commissioner Brian Hauptert, as well as the Chamber. Beacon presented the history of their organization both in the form of a DVD and Bruce's remarks. Daughtry then passed the Gavel of leadership on to the 2004 Board Chair Lynn Yohe. Attendees were then treated to a lively presentation by Dr. Dale Henry! Tears of laughter flowed throughout the audience as he literally had the audience gasping for air between humorous stories. His message left the audience on their feet reflecting on his message delivered in between stories. Beacon Credit Union sponsored a reception for all honorees immediately following the program.





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.

There's a celebration brewing at **MAXX TAN**, 602 N. Cass Street, Wabash, as Jim and his employees celebrate their 5th Anniversary. Watch for the big celebration coming November 19!

Another big celebration is upon us as **POOLE FOODS, INC.** -162 Smith Street at the south end of Historic Downtown Wabash celebrates their 25th Anniversary. The Poole family and employees would like to thank their customers for being so loyal over the years and invite everyone to stop in some Friday afternoon when their complete line of meat, seafood, canned goods, and appetizers are available for purchase by the public.

PHYSICIANS HEALTH PLAN OF NORTHERN INDIANA is pleased to announce their 16th annual Student Scholarship Program. Applications are available for seniors who are pursuing a career in a health-related field in the communities that partner with PHP. Applications are available at the Wabash Chamber office and are due by Feb. 27, 2004. Top award is \$3,000, \$2,000, and four \$250.

Mr. Joe Accetta, President of Abresist in nearby Urbana, has named Scott David from Urbana as the new Corporate Sales Manager for North America. Abresist manufactures mineral and ceramic based abrasion-resistant protective linings. Welcome Scott!

THE MANCHESTER INSTITUTE will be sponsoring an accounting seminar entitled, "The Practitioner's Update" presented by Gadis "Buck" Dillon on Friday, December 5, from 8 to 5, with CPE credits awarded. Call Mindy at 260-982-5298 for more information.

CURVES FOR WOMEN in the Central Shoppers Mart has new owners. We welcome J & B Fitness, Inc., Fort Wayne, to the ownership of our local Curves!

IVY TECH STATE COLLEGE continuing education department is offering a 10 hour OSHA General Industry Standards Course at the Wabash campus Wednesday and Thursday, November 19 and 20, from 8 am to 4:30 pm. Cost is \$250. For information call Jim Simpson at 866-454-5742, ext. 709, or to register, call Jan Hulet at 866-454-5742, ext 704.

WABASH COUNTY HOSPITAL has named Amy Poole, RN, Chief Nursing Officer of the hospital. She has held the position the last 6 months in an interim basis and has been "highly successful" according to Jeff Buckley, Administrator. In addition, Kim Shininger is the new Director of Human Resources replacing Richard Tucker who retired. Kim Fernandez, RN, is the new nursing education specialist, and Jodie Coffman has moved from Hayes Lemmerz to become the new assistant to President and CEO Jeff Buckley.

BICKFORD COTTAGE OF WABASH congratulates CARLA MOORE, QMA, their 2003 Employee of the Year! Carla was nominated by her co-workers, residents and families for her compassion, dedication, and commitment to caring for the residents. She is currently taking Activity Director classes to eventually head the activities program at Bickford Cottage.

Jennifer Love of **LOVEBUG FLORAL & GIFT** will be inducted into the American Institute of Floral Designers in July 2004 in New York. She will be one of 82 selected for the honor - a prestigious milestone in a floral career.

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 "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 would like to highlight another of our popular member benefits - THE GIFT CERTIFICATE PROGRAM. This program was born in the mid 1980's through the retail division of the Chamber. Actually, my first attendance at a Chamber Board of Director meeting was presenting a proposal for the Chamber to adopt the program that was partially copied from others I had been a part of. One of the keys to the program is having a receptive financial institution to partner with. A huge debt of gratitude goes to **FRANCES SLOCUM BANK** for currently hosting the program at no charge, which breaks many rules of the checking account that it is. They also supply us with copies of every certificate redeemed so that we can monitor which business redeems them and to make sure they are not expired.

First, have you thought of purchasing the certificates to use in your business as rewards, spiffs, gifts, bonuses, or just a way to say thanks? They are easy to purchase - just call the office. The certificates can be made in any denomination although we encourage smaller denominations so that they can be used in more than one place. They can also be personalized as coming from your business. Restrictions on redemption can also be accommodated. If you have an immediate need, we always keep a supply of \$5 and \$25 generic certificates on hand for immediate purchase. What better way to support our Wabash Business Community than by insuring the gift that you give will be used in our community. Experts say that every dollar spent locally will bounce around the local economy 5 to 7 times.

Second, as members, each of your businesses already are listed as redemption sites for the certificates. Do you make it easy for your customers to use them? Are your employees aware of procedures to redeem. Very simply, they are checks, use your normal check acceptance procedures and include them in your regular bank deposit. Be sure to endorse the back and just make sure that the current date is within 6 months of the date of issue. During the next 60 days, approximately \$65,000 will be distributed in certificates. Why not actively market your business as a place to redeem them. Place a note in your ads that you redeem Chamber Gift Certificates. Or, how about signs at your register, on your door, at your counter? Remember, they are redeemable in goods and services only, we ask that nobody just cash them; however, change may be given up to the value of the certificate. Let's make this another great year for this valuable CHAMBER MEMBER BENEFIT!

INDIANA CHAMBER BRINGS ROAD SHOW

This year promises to be very interesting on the state political field with many tough issues to face, a new Governor and Lt. Governor, and the amount of unfinished business left over from the last session. So what's ahead for Wabash businesses? Your Wabash Area Chamber of commerce has partnered with several other area Chamber to once again bring the Indiana Chamber Road Show to the area. This is a time that the state Chamber comes out of their offices and presents informative programs detailing the tough legislative issues lying ahead in the next session and outlining the State Chamber's position. These lobbyists are the most informed people on the issues facing our state's government, and they will be coming to our area to answer questions and educate our business representatives. They also want to hear what we think so that they can truly be in touch with the state when they go back to work. This program will be held Thursday, November 20, 2003 in the community room at the Logansport Mall from 11:30 to 1:00 PM or so. The cost for the luncheon is \$15 for Chamber members which includes a buffet lunch. The program will be repeated the next day in Fort Wayne sponsored by the Fort Wayne Chamber. You won't want to miss this informative meeting. Call the Wabash Chamber to make your reservations today.

DISCOUNTS ON HEALTH INSURANCE AVAILABLE THROUGH THE CHAMBER

Wabash Area Chamber of Commerce provides access to health insurance discounts for small business chamber members

The Wabash Area Chamber of Commerce and Physicians Health Plan have joined in an effort to offer small business chamber members, savings on their group health care insurance when they select PHP coverage. Together, we will expand the availability and access to high-quality health care at an affordable price.

Through this partnership program, small business Chamber members with 2 to 26 employees are eligible to receive savings on their group health care insurance when they select PHP coverage. Existing small business Chamber members that currently enjoy the benefits of PHP, automatically qualify for the program discount upon the annual renewal of their PHP coverage and Chamber membership effective immediately.

“We are always pleased to have additional opportunities to support area businesses,” states Jay Gilbert, PHP President and CEO. “The Chamber’s efforts to encourage economic growth and offer businesses a forum to exchange ideas and network together are especially valuable in today’s ever challenging marketplace. We are excited about the positive effect this joint venture has to offer the small business community.”

The Chamber constantly strives to provide added value for its members. Physicians Health Plan is pleased to support Chamber efforts by offering a program that will meet the health care needs of the community at large.

“The cost of health insurance is among the top three issues in the business environment today,” states Chamber President Galen Bremmer. “PHP gives our members another choice in their quest to find affordable health insurance.”

The Chamber and Physicians Health Plan will begin distributing information packets and releasing quotes for health insurance. For more information on the discount program, contact PHP’s Sales department at (260) 432-6690.

NORTH CASS AND WABASH MARKETPLACE PLAN ACTIVITIES

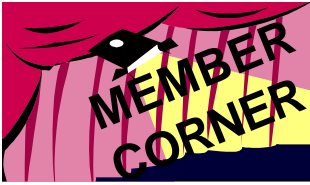
As the article stated last month, the North Cass Business Association has organized to provide some retail promotions for members. Wabash Marketplace has done the same thing for the Downtown Merchants! Both groups together are planning an official Holiday Opening Celebration on Friday, November 21. Watch for details from both groups as Santa will be coming to kick off the Holiday Season in Wabash. Both groups are actively seeking businesses in their areas to participate in the promotions. If you are in the North Cass Street area, call Chris Benson at **NOWAK HALLMARK** - 563 - 3614 or if you are in the downtown area call Tamera Mosier at **WABASH MARKETPLACE** - 563-0975.

NEW WEB SITE

Have you visited our Wabash Chamber web site recently? It has a new look. The home page has been re-designed thanks to some great efforts by **VISIONARY WEB**. The Chamber’s web site is more and more important as our key marketing tool. We can tell by how many contacts we receive directly from the site. The number of hits to the site is a new measurement we are just beginning to understand. Clearly there are many computers out there just doing searches into cyberspace. Also new to the design is a provision for banner and block ads. These ads can be static or rotating. Kim is putting together a package for any of you interested in reaching those visiting our site. In the mean time, why not visit www.wabashchamber.org if you have not been there recently.

HOSPITAL GALA TO BENEFIT COMMUNITY

Just a reminder, the **WABASH COUNTY HOSPITAL FOUNDATION 2003 GALA** is being held Saturday, November 15. Proceeds from this year’s event will go toward Charity Care - a low income, uninsured home healthcare patient program, and a new cardiac monitor for the Emergency CareCenter. The foundation is proud that all donation proceeds will stay right here in Wabash County. Attend this great event and you will be supporting something that may help out your own family or friends and neighbors. Call Karen Newhouse at the Foundation office 569-2254 for your last minute contributions.



Spotlighting Chamber Members!

WELCOME NEW MEMBERS

(please add to your Buyer's Guide)

IT HAS COME TO OUR ATTENTION THAT THE FOLLOWING JUNE NEW MEMBERS WERE NOT LISTED IN ANY NEWSLETTER. PLEASE ACCEPT OUR APOLOGIES!

STATE REPRESENTATIVE WILLIAM J. (BILL) RUPPEL - 909 State Road 13 West, North Manchester, IN 46962. Contact Bill Ruppel, State Representative, phone 260-982-7981, Fax - 260-982-2472. Email - billruppel@nmanchester.net. Elected in 1992, Representative Ruppel strives to be in touch with the business community he serves.

METZ TITLE COMPANY, INC. - 40 E. Hill Street Wabash IN 46992. Contact - Anita Metz, President, phone 260-563-4760, fax 260-563-8528. Email - gregorymetz@hotmail.com. Business was established in July 1996. They perform insured real estate closings, abstract work, and offer title insurance.

ROBERT (BOB) VANLANDINGHAM - 674 Valleybrook Lane Wabash IN 46992. Contact Robert (Bob) Vanlandingham, phone 260-563-2935, email - Robert.Vanlandingham@verizon.net Robert Vanlandingham joins the Chamber as an individual retired from Wabash City Schools after concluding his employment as principal of W.C. Mills Elementary School.

CHILI FOR CHARITY

Congratulations to the organizers of the Cannonball Chili Cook Off! What a great day and crowd. Who says Wabash will not support fun activities? The chamber sure hopes that the success of this year's event will encourage organizers to repeat it next year! Paradise Spring was certainly alive with activity! Proceeds will be divided between FOP's Shop with a Cop, Wabash County Animal Shelter, Hospice, and Habitat for Humanity. Thanks to all who attended.

SUPPORTING EACH OTHER

BUSINESS TO BUSINESS

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

<u>MEMBER</u>	<u>JOIN DATE</u>
Bulldog Battery Corporation	11/1/93
Carey Services	11/10/98
Cat Excavating & Construction	11/13/98
Cinergy/psi	11/10/77
Holiday Inn Express	11/20/97
K & M Floor Covering	08/25/00
Miami - Wabash Paper	11/14/86
Newton Manufacturing	11/1/99
Ponderosa Steakhouse	10/27/00
Staffing Resources Inc.	11/18/97
Wabash Marketplace, Inc.	11/11/96

Whatever your business needs may be, remember to shop WABASH first!



GOLD LEVEL MEMBERS

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

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

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

**MANPOWER SURVEY CONFIRMS
POSITIVES**

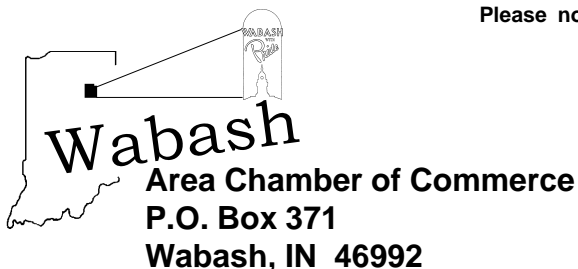
Coming on the heels of Dr. Harshbarger's positive indicators last month, Manpower's outlook survey for the fourth quarter confirms a positive outlook for the Warsaw area which Wabash is a part of. 23% of the businesses surveyed in this area project that they will increase employment in the last quarter of 2003. That number combined with the fact that an additional 77% see no change has led the officials to predict moderate new employment opportunities in the area. There were no companies indicated in the decrease or don't know response. Once again, Wabash County officials are stumped by the 1 month burst of unemployed in July swelling the rate to 7.4%. Unemployed numbers dropped this month from 1,330 back to the more normal 920 range. Manpower's survey also reflected positive outlook for the entire state with the areas showing the least growth prediction in the north central and northwest areas of the state.

	<u>UNEM</u>	<u>STATE</u>	<u>RANK</u>	<u>NATION</u>	<u>EMPLOYED</u>
08/03	5.2%	5.0%	38	6.0%	16,890
07/03	7.4%	5.4%	18	6.3%	16,310
07/02	5.6%	5.2%		5.9%	16,780

CRIMESTOPPERS----YES OR NO?

For the past several decades, an organization called Wabash County Crimestoppers, Inc. has been in the business of fighting crimes in Wabash County. The local chapter of a national agency was born out of an agreement between law enforcement agencies and Wabash County Businesses. It is governed by a board consisting of representatives from each group. 2002 saw the local group break away from Fort Wayne and establish Wabash County's own tip line. It also saw near record activity working over 40 tips. However, the board size has dwindled to about 6 or 7, recent fund raising attempts have yielded almost no response and even interest from law enforcement agencies has fallen off. Indiana State Police detective Bob Land remains the law enforcement liaison and Beacon Credit Bureau's Mike Werling is President of the Board. The Board is seeking input from the business community as to the value and importance of the organization to the community. Comments may be directed to Mike at 563-7443 or to any of the Chamber contacts as Galen remains on the Board. What do YOU think? Failure to respond may mean the dissolution of the organization.

Please notify us of any changes on address label



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