



Area Chamber of Commerce

MEMBER

CONNECTION

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Wabash, Indiana 46992
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URL: www.wabashchamber.org

September/
October
2005

Kimberly Pinkerton, Editor

An Inside Look at 2005 Business of the Year - Wabash County REMC

On the road...wait that's another article we'll save for next month; however, I did enjoy the drive along Wedcor Ave. to visit with the Chamber's **2005 Business of the Year -- Wabash County REMC**. By now most of you have read the press release and know CEO Rob Pearson and a little more about our local REMC, but I wanted a bit more personal look inside their doors.



Even though it was raining outside, as I walked through the front doors, camera poised, I was greeted by the bustling excitement of the Consumer Accounts' staff. Well, okay, not exactly *greeted*, but there were shrieks and shouts. You see, it's just that I hadn't warned them I was coming, and it *was* "casual" Friday...you get the picture. But, being the wonderful, customer service-oriented crowd they are, they allowed me to ask questions, interrupt their routine, and insist on taking more pictures. Meanwhile, Member Services Manager Ray Weiss attempted to remain focused on assembling a water heater display. When I actually looked as if I might engage him in conversation, he diligently knelt before his project to sort, strip and connect wires that were meaningless to me, but obviously are essential to the unit's successful operation.

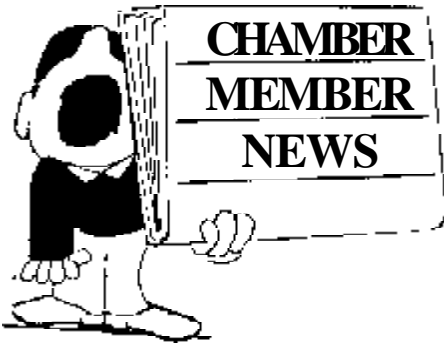


I took the hint and was happy to amble on down the hall with Human Resource Manager Gayle Manby. She graciously showed me hidden rooms and introduced me to wonderful people I had never met before, and some I had, including: a glimpse of Rob busily engaged in his office right next to the spacious conference room, Operation's Technician Linda Bechtol, Mary Finacle in the Accounting Dept. and on through Operation's Manager Richard Carver's office (his guest politely endured my intrusion), and out into the truck bay and equipment area. Bob Kisner (20-year Lineman), who had been on the job during the previous night's electrical storm, was still hard at work with Apprentice Lineman Doug Pennington

and Meter Tech Mike Mullett. Our thanks to Jeremy Sweet, Kevin Baer, Eric Wilson and Dick Brickley, who have all been in the southern USA helping repair the damage from Hurricane Katrina.

Concluding the tour, I strolled back to the front, enjoying the easy banter among the staff as I looked at displays which encompassed surge protectors, geothermal heating/cooling units, Transworld Network long distance telephone services, broadband wireless internet services, heat pumps, and those much appreciated water heaters (thanks, Ray.) As I finally turned with one last thank-you to Chris, Tammy, Christy and Cindy, I looked overhead and noticed the REMC tag line which says it all, "owned by those we serve." Thank you Wabash County REMC for letting my home enjoy light at the "flick of a switch" as well as contributing significantly to our Wabash County economy and infrastructure. Again, just another reason yours truly loves to live, work and play in Wabash County. For more information, visit their website at www.wabashremc.com or drive out to 350 Wedcor Ave. and meet the people that "light up" our lives.





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.

Linda Dill of **NAS CITGO** would like Chamber members to know that 1% of insides sales for September are being contributed to Hurricane Katrina relief efforts. NAS is located at 958 N. Cass St., Wabash.

Youth Service Bureau has moved to its new location at 111 S. Wabash St. Yes, that's right, the same building that houses your Chamber office is now home to YSB. Executive Director Donna Bogert is excited to continue such programs as the Food Pantry, Day Reporting, Big Brothers/Big Sisters as well as being the parent organization for many other youth-related services. And...a little elf told me that some very generous people are gearing up for another Operation Elf. Watch for upcoming details.

The Honeywell Center announces the following events for October: Wabash Area Community Theater's production of "The Pajama Game", Sept. 30, Oct 1 & 2; "Clifford the Big Red Dog Live!" Friday and Saturday, October 7 & 8; "CATS" Friday, October 14; and "Oklahoma" Thursday and Friday, Oct. 27 & 28. Call the Center at 563-1102 for ticket information.

General Manager Joe Burgess of **Ponderosa** invites you to check out their luncheon specials and for those of you who love it all, call for their "Buffet To Go." They also have gift cards available for your convenience. Hours are Sun.-Thurs. 11 a.m. - 9 p.m. and Fri./Sat. 11 a.m. - 10 p.m. Remember, Ponderosa is always happy to serve your event meal needs. Give Joe a call at 563-4166.

Wabash Friends Counseling reminds you that their Annual Day of Healing featuring Les & Leslie Parrott, will be Saturday, October 29 from 8 a.m. - 4:15 p.m. Many workshops are available. Brochures are available at the Chamber as well as many other locations throughout town. For more information call the center or visit www.wabashfriendscounseling.com

Manchester College's new vice president for College Advancement is E. Michael Eastman. Mr. Eastman brings an extensive background in fund-raising, strategic planning and alumni administration to the college. President Jo Young Switzer also announced the promotion of David McFadden to Executive Vice President. David will lead enrollment, planning, and marketing at the college. Manchester College continues to grow as about 1,100 students enrolled this year, marking the most applicants in 15 years. Congratulations to Eastman, McFadden and Manchester College!

Dr. Alex Fishberg of **Wabash Family Physicians Associated** is very excited about the development of their new web site. While the site (www.wabashfpa.com) is still under construction by **Visionary Web Design**, it will allow patients to login and request prescription refills, access health related articles and info, schedule appointments and view test information. Watch for more updates as this site develops!

Curves, in conjunction with Baylor University over the last 2 ½ years, has developed a new weight loss program that will be available starting this month for only \$69 for 6 weeks. Also, October 10 - 16 will be Breast Cancer Awareness Week. Bring in proof of a mammogram and Curves will waive the \$149 membership fee. Remember, if you are a member of the Chamber, you have a special membership fee of only \$25. For more info, contact Curves at 563-9200. Hours are Mon.-Thurs., 6:30 a.m. - 7:00 p.m. and Sat. 8:00 a.m. - 10:00 a.m.

WELCOME NEW MEMBERS!

The Wabash Chamber is pleased to welcome the following new and/or returning members to its membership roster. Please welcome and support these fellow members:



MIDWEST MODULAR HOME BROKERS, INC - Jeff Ravenscroft, President invites you to visit them at 633 S. Wabash St., Wabash, IN 46992. Telephone: 260-563-5854; FAX: 260-563-0680 or email jeffravenscroft@hotmail.com Midwest Modular sells modular homes, foundations, garages, porches, etc. Welcome, Jeff!

MANCHESTER SYMPHONY SOCIETY - Contact Diane Scheerer, President, at P.O. Box 113, North Manchester, IN 46962. Telephone: 260-982-8766; FAX: 260-982-2871 or email dianescheerer@hotmail.com Watch for upcoming events! The Manchester Symphony offers four top-quality concerts each year, in addition to other special music educational programs in our public schools. The symphony provides scholarship and performance opportunities for gifted MSO student competition winners and sponsor several community musical events throughout the summer.



WELCOME BACK MEMBER....

KENTUCKY FRIED CHICKEN/LONG JOHN SILVERS RESTAURANTS - located at 899 N. Cass St., Wabash, IN 46992. Telephone: 260-563-8955. Call for your luncheon/dinner/party needs today!

MEMBERSHIP SERVICES ANNOUNCES GIFT CERTIFICATE PROGRAM ENHANCEMENT

Our core mission includes promoting members, encouraging your success, and keeping dollars local to make our economy strong. Your Chamber is excited to announce that we have partnered with CeritifiChecks to enhance our Gift Certificate Program, and provide support of the goals listed above. The Gift Certificates are available in standard denominations of \$5, \$10, and \$25, PLUS, large special orders will still be welcome. In addition, businesses who would like their logo to appear on a "logo stub", may contact the Chamber office for details on this advertising option.

Last year, we sold over \$100,000 in Chamber Gift Certificates and we hope that by partnering with Certifichcks we will increase the flow of local shopping dollars even more. The Chamber office will be sending out informational packets for our business members which will include a sample of the new gift certificate detailing its security features, a letter explaining their use, and a decal for your window to let customers know you accept Chamber gift certificates.

Remember, it's important to let your cashiers and sales staff know about the program so our customers and businesses both benefit from their ease of use. The Certifichcks are just like any other check and will simply be included in regular deposits—no hassles or headaches. If you are a large retail operation and need more samples for your sales staff, please call the office and let us know.

As we've stated before, studies have shown that dollars spent locally rebound in the local economy 5 - 7 times, thereby multiplying the positive effects on Wabash. PLEASE TAKE ADVANTAGE OF THIS GIFT CERTIFICATE PROGRAM when planning for employee awards, Christmas recognitions, drawings, or other special occasions. **Spread the word – SHOP LOCALLY! SUPPORT THE CHAMBER CERTIFICHECK PROGRAM AND YOU'LL BE SUPPORTING WABASH!**

JobWorks Opens Wabash Office

Most of you know that JobWorks was awarded the Workforce Development Strategies contract for the North Central Indiana region, but do you know just what they do? JobWorks has worked with more than 1,500 employers with placement of new employees, screening of job candidates and the development of unique, on-site training programs. These efforts have reduced employee turnover, boosted productivity and improved job satisfaction. Using a mixture of federal, state and local funding, JobWorks prepares people from ages 17 and up to enter or re-enter the workforce through training for a variety of jobs. JobWorks also offers special scholarship programs for qualifying clients. Local staff Amy Cole, Stacey Carvey-Schoenhals, and Jessica Harris are ready to serve clients and employers in the Wabash area. Call 260-563-8421 or visit them between 8 a.m. and 4 p.m. at 80 W. Canal St., Wabash.

Wabash Tricks & Treats

WJOT wants the Wabash Business Community to come together for a Wabash Tricks and Treat Program. We want as many Wabash Area Businesses to decorate, surprise, and treat kids as possible. Get on board and start planning now to decorate your business. The program will be area-wide and will be handled much like the Christmas treasure hunt with the goal of getting as many people to your business as possible. The business that gets the most votes as "Best to Visit" will receive a matching advertising package for the Christmas retail season. For more info, please contact Herb Smith at 563-1161.



Learn How to Sell on eBay the Right Way!

The North Central Indiana Small Business Development Center is offering this unique opportunity on Wednesday, October 5 **from 10 am to 3 pm**. This 5 hour seminar will be held at the SDBC office at Inventrek Technology Park at 700 E Firmin St, Kokomo. An Education Specialist Trained by eBay will teach you how to:



- ~ Do research & create listings that attract buyers
- ~ Enhance listings with better descriptions & photography
- ~ Set pricing that maximizes profits
- ~ Open & use a PayPal account to simplify getting paid
- ~ Monitor sales to know exactly what's working & what's not
- ~ Avoid many of the costly mistakes that new eBay sellers may make

The \$85 cost includes lunch and book. Pre-registration and payment is required before April 13. For questions or registration, contact the North Central Indiana Small Business Development Center at (765) 454-7922 or via email at sdripps@isbdc.org. *The Small Business Development Center is here to provide consulting, seminars, conferences, workshops and access to information to help you set up or expand your business. A partnership program with the U.S. Small Business Administration.*



Workforce Summit Will Address Pressing Regional Issues

Workforce Development Strategies, Inc. will host the 2005 Workforce Summit "Workforce Trends and Impacts" on Thursday, October 13 at the Miami County Community Building in Peru, IN from 8:30 a.m. to 3:00 p.m. The agenda features regional, state and national business leaders who will address human resource topics that affect our workforce and the strength of our economic future in North Central Indiana. Cost for the event including lunch is \$25 per person or \$160 for a table of eight. Seating is limited so reservations should be made as soon as possible by contacting Workforce Development Strategies office at 765-689-9950.

WABASH AREA CHAMBER COMMITTEE NEWS

PUBLIC RELATIONS

Congratulations to the committee's outstanding work on this year's calendar project! Thanks, also, to the many Wabash area businesses who purchased advertising to support this endeavor. The 5000 calendars, produced locally by **Wabash Plain Dealer**, will be released for FREE distribution in November, just in time for the holiday season. The Chamber appreciates the hard work of all the volunteers involved in the calendar production; especially, Committee Chairs Andy Eads (**Wabash Plain Dealer**) and Trula Frank (**Wabash Co. Convention & Visitor's Bureau**), Pam Guthrie (**Ivy Tech**), Toni Benysh (**First Federal Savings Bank**), Gretchen Simpson (**GMS Graphics**), Ann Harting (**Honeywell Center**), Kathy Bakehorn (**ARC of Wabash County**), Lynn Yohe (**Yohe Realty, Inc.**), and **Kerri Mattern** (Wabash County Hospital).

MEMBERSHIP COMMITTEE

Committee Chair Ron Kerby (**Frances Slocum Bank**) has announced the Membership Discount Cards are now being distributed to members. The cards will be effective 10/01/2005 through 12/31/2006. We thank Ron and Emily Guenin-Hodson (**Guenin Law Office**) for their contributions toward this project. We appreciate the following businesses who are participating and invite every member to take advantage of these member-to-member discounts: **Dorais Chevrolet, LoveBug Floral Boutique, Sunshine Pack & Ship, Frances Slocum Bank, Modoc's, The Wabash Gardens, GoodFellas Pizza, Midwest Eye Consultants, The Works Ice Cream Shop, Kirtlan Automotive, Portraits by Kimberly, Wells Fargo Bank, A-Z Discount Tobacco, Asian Buffet, and Daywalt Pharmacy.** Cards may be picked up at from your Chamber office (or call and we will deliver) or from any participating merchant.

ANNUAL DINNER COMMITTEE

Chair **Larry Hoover** (**Quality Electric**) wants to remind everyone that this year's Annual Dinner Meeting will be held Thursday, November 3, at 6:30 p.m., in the beautiful **Honeywell Center**. Our current Board Chair, David Rutledge (**Wells Fargo Bank**) will pass the gavel to incoming Chair **Douglas Lehman**. We will also honor Past Presidents, Distinguished Citizens, Outgoing Board Members, and avel, as well as this year's Business of the Year: **Wabash County REMC**. In addition, we are featuring speaker Steve Siemens, CSP, who is widely known for his enthusiastic "people building" programs. Finally, last year's Distinguished Citizen, Dave Phillips, will present the 2005 Distinguished Citizen Award—who will it be??? Invitations have been mailed – please reserve early.

ARE YOU INTERESTED IN SERVING ON A CHAMBER COMMITTEE? It's a great way to meet people while helping your Chamber serve it's members. Other committees include: Seminar, Home and Business Expo, Government Affairs, Education Projects & Honor Student Luncheon, WACC-Y Golf, Small Business, and Ag, to name a few. To find out more about these committees, give the Chamber office a call at 563-1168 or email info@wabashchamber.org!

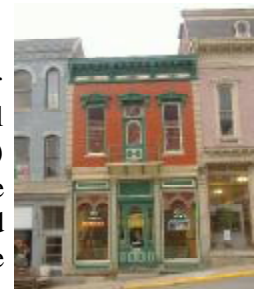
APPLAUSE! APPLAUSE!



To Michelle and Clarence Biltz of the **Biltz Agency** for the beautiful facelift to their historic downtown building located at 110 S. Wabash St. Clarence used the original paint colors for the update and reports that new awnings will arrive soon! (see insert)

• Special thanks to Randy Shepherd and the **GDX** team for continuing to invest in the Wabash community and your respected workforce! • Thank-you Dick Brewer and

Paul Mirante of **Wabash Engraving** for the timely installation of the beautiful patriotic banners over the Chamber entrance. • For everyone involved in bringing in the traveling Vietnam Wall Memorial to **Wabash** and for all those who supported and respected this moving tribute. • For the board, supporters and visionaries behind the **Wabash County Historical Museum**. • For Wabash County to have such a wonderful showcase for its history is a tribute to our Founding Fathers and modern-day supporters.



WABASH BOARD ELECTION RESULTS



Thank you to all members who took the time to vote and return their ballots this year. The new Chamber fiscal year officially begins October 1. While the actual "changing of the guard" does not take place until the Annual Meeting in November, both outgoing and incoming board members attend October's board meeting. We wish to thank those board members whose terms expire at this fiscal year end for their outstanding contributions to the Chamber's program of work: **Steve Beck (Ford Meter Box), Michael Bechtol (Bechtol Grocery Co.), Jeff Buckley (Wabash County Hospital), Steve Hentgen (Grandstaff-Hentgen Funeral Service), Kerri Mattern (Wabash County Hospital), and Chair David Rutledge of Wells Fargo Bank.**

BOARD MEMBERS - 2005

Douglas Lehman, Chair
Douglas C. Lehman, PC
Ron Kerby, Chair Elect
Frances Slocum Bank
Andy Eads, Vice Chair
The Plain Dealer
DeAnne Clifton, Treasurer
Beauchamp & McSpadden
David Rutledge, Past Chair
Wells Fargo Bank
Beth Miller, Resource Dev.
The Huber Agency
Kimberly Pinkerton, President
Wabash Area Chamber of
Commerce

Robert Pearson
Wabash County REMC
Tina Byerly
Beacon Credit Union
Jeff Galley
G & S Metals, Inc.
Howard Halderman
Halderman Farm Management
John Andersen
Ford Meter Box Co., Inc.
Jim Reynolds
Reynolds Oil
Larry Hoover
Quality Electric
Kathy Jones
First Farmers Bank & Trust
Trisha Metzger
First Federal Savings Bank
Celia Briggs
Wabash City Schools
Greg Metz
Metz Title



LUNCH & LEARN SERIES

November 10, 2005 - **SENIORS IN THE WORKPLACE**

Presented by: Mark Lowe, Area Five, and Peggy Pachowiak,
Experience Works

Sponsor: Mitting's Electronics & Computers/ Sunshine Pack
& Ship

Register for a session or the series by calling the Chamber at 260-563-1168 or
e-mailing info@wabashchamber.org. Cost is \$10 per session for Chamber
members or \$20 for non-members.

Gold Members

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

Richard Ford
Beacon Credit Union
Pettit Printing, Inc.
First Federal Savings Bank
Yohe Realty, Inc.
Wells Fargo Bank
Miller's Merry Manor
Frances Slocum Bank
Ford Meter Box Co., Inc.
First Farmers Bank & Trust

Any Wabash Area 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


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3rd Annual Mark E. Johnston Entrepreneurial Conference

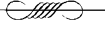
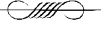
Tuesday, Oct. 18, 2005

8 a.m. - 3 p.m.

Program begins in Wine Recital Hall

East Street

North Manchester, Ind.

—— **Registration fee of \$15 covers meals.** ——
Reservations are required.

Manchester College is pleased to present this exceptional one-day conference featuring successful entrepreneurial practices. Noted business and community leaders will present sessions on non-traditional marketing, capital acquisition, venture financing, creative fund raising, best practices, and more! Breakout sessions will feature tracks for both business and social entrepreneurs.

————— *Featuring keynote speaker:* —————

Indiana Secretary of Commerce, Pat Miller,
co-president and co-owner of Vera Bradley Designs

Other speakers include:

- **Steven Beck** of The Indiana Venture Center on **Capital Acquisition**
- **Craig Langley & Ken Perkins** of First Farmers Bank & Trust on **Capital Acquisition**
- **Dr. Kathryn Carlson Heler**, professor at Manchester College, on **Social Entrepreneurship**
- **Dr. Ed Heler** of Heler² Consultancy on **Rural Entrepreneurship**
- **Mary Giangiardano** of the Small Business Development Center on **Business Development**
- **Tom Mattern** of Marketshare+ on **Non-traditional Marketing**

The Business Entrepreneurial Panel includes:

- **Dick Pletcher** of Amish Acres
- **Scott Galley** of G&S Metal Consultants, Inc.
- **Jeff Thornburgh** of Machining Concepts, Inc.
- **Denny Fuller** of Little Crow Foods

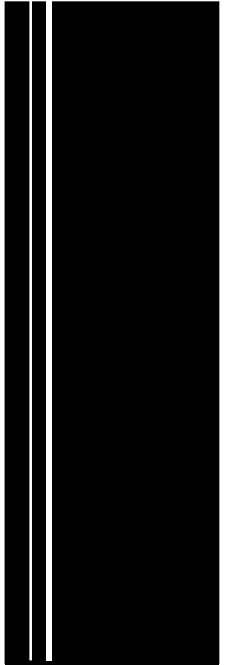
The Social Entrepreneurship Panel includes:

- **Sara Edgerton** of Community Cancer Care, Indianapolis
- **Nancy Louraine** of Turnstone, Fort Wayne
- **Tony Macklin** of the Indiana Community Foundation, Indianapolis

Space is limited so be sure to register early!

(Registration form on reverse)

Sponsored by the Mark E. Johnston Entrepreneurship program, Lilly Endowment Inc. Internship Grant, and the Wabash Economic Development Corporation.



Innovation. Empowerment. Success.

MARK E. JOHNSTON
ENTREPRENEURSHIP
CONFERENCE

REGISTRATION FORM

Name: _____

Title: _____

Company/School Affiliation: _____

Address: _____

City/State/Zip Code: _____

Phone: _____

E-mail: _____

Please check one: Manchester Graduate Community Member Student

Primarily interested in: Business Entrepreneurship Social Entrepreneurship

To register, please return this form or contact the Office of Career Services at 260-982-5242 or bjbutterbaugh@manchester.edu. Please remit luncheon payment of \$15 to: Betty Butterbaugh, Office of Career Services, 604 E. College Ave., North Manchester, IN 46962. Make checks payable to: Manchester College.