



# MEMBER CONNECTION

August  
2007

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## LIEUTENANT GOVERNOR BECKY SKILLMAN MAKES DOUBLE APPEARANCE IN WABASH



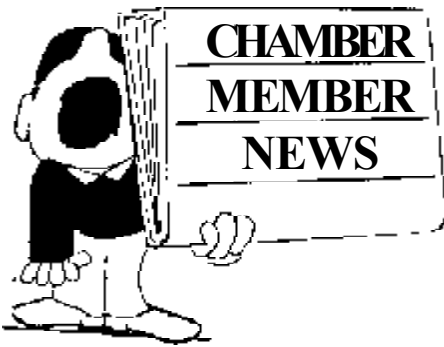
June 26 found Wabash County host to Lt. Governor Becky Skillman for two major business events: the Advancing Hoosier Women in Business Conference and the Lt. Governor's Roundtable with local community/business leaders. The Lt. Governor's visit was a collaborative effort between her office, the Office for Community and Rural Affairs, the State Small Business Development Center, Economic Group of Wabash County and your Chamber of Commerce.

Hosted at the EDG and Chamber offices in the upper level of City Hall, the Lt. Governor's Roundtable discussion offered attendees the opportunity to briefly hear about the economic progress of our state under the leadership of Governor Daniels and the Lt. Governor. However, Ms. Skillman quickly turned the discussion over to those in attendance, seeking their input about what the actual impact of the state's initiatives have been within their businesses.

Earlier in the day, the Lt. Governor was the Keynote Speaker at the a.m. session of the Women in Business Conference, encouraging women to work hard, stay motivated, and guide the young women who are coming up the ranks. She quoted John F. Kennedy in stating that "it is a time for a new generation of leadership to cope with new problems and new opportunities, for there is a new world to be won."



Over 125 conference attendees enjoyed the insights of successful women entrepreneurs and business leaders, including: Christina Sapusek, President/CEO of NCI Ventures, parent company of Visionary Web and Visionary Computers; Kelly McKee, Owner, Delaughter-McKee Mortuary; Brenda Coffman, Owner/Founder of Blondie's Cookies. The luncheon Keynote was delivered by Sharon Rivenbark, President/Owner of For Bare Feet. Founded in 1984 with a single antique knitting machine in Nashville, IN., Sharon's unique foot hosiery designs, grew the company into a major supplier of socks for the sporting industry and universities, as well as thousands of original designs for the public consumer. The afternoon session included panelists sharing information on such topics as funding options, government contracts, entrepreneurial workshops/training, workforce issues/resources, grants, and much more. Speakers included: Mary Giangiodano, Executive Director of the North Central Indiana Small Business Development Center; Kimberly Pinkerton, President of Wabash County Chamber of Commerce; Mary Kaczka, Executive Director Partners in Contracting Corp.; Tracy Hartman, Department of Workforce Development – Labor Pool Resource; Stacy Erickson, President Wells Fargo Bank; and Holly Kendall, Executive Director Wabash Marketplace, Inc.



**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, Inc**, announces the 3rd Annual Circle Of Friends will be held August 22nd at Indiana Wesleyan University in Marion. The luncheon will feature WISH-TV reporter Karen Hensel who will speak about her travels and people she has met while covering national and international stories. Circle of Friends is a fundraising and friend-raising event to support programs at Family Service Society in Wabash and Grant Counties. For table sponsorships or more information please contact Kelly Turner at 765-662-9971 or [kturner@famservices.com](mailto:kturner@famservices.com)

The Chamber welcomes **Dr. Lindsay J. Barnett to Midwest Eye Consultants**. Dr. Barnett is a graduate of Indiana University's School of Optometry and is a recipient of the Eschenback Low Vision Award. Her specialty areas include: primary eye care for all ages, contact lenses and the treatment and management of ocular diseases. Midwest Eye is located at 833 N. Cass St., Wabash. Tel. 260.563.3672.

**Peabody Retirement Community announces Jeffrey D. Brasie, M.A.**, as their new Executive Director/CEO. Jeff has a strong career base within healthcare and human resources. He was recognized as a "Top Ten Business Leader" by the U.S. Small Business Administration and "Columbus, Ohio's Marketer of the Year" by the American Marketing Association. Welcome, Jeffrey! Contact info: 400 W. Seventh St., North Manchester, IN 46962. Tel. 260.982.8616 or 800.545.6220, ext. 1106. Email: [jdbrasie@peabodyrc.com](mailto:jdbrasie@peabodyrc.com).

Offering 5 Adult Degrees, **Huntington University's EXCEL Program for Adults will be holding classes in Wabash** beginning September 5, 2007. Wabash classes will be held at the L.H. Carpenter Center, 1101 Colerain St., Wabash, IN 46992. You may visit the new Wabash location on August 1 or 8 at 6 p.m. for an information session, or you may call the university at 800.600.4888 or visit [www.huntington.edu/EXCEL](http://www.huntington.edu/EXCEL).

**Manchester College Professor Dr. Ingrid Rogers and senior student Tim Polakowski** have teamed up to develop a 150 page guide book, in Spanish, of important resources in the Wabash County area. Targeting the over 650 Hispanics residing in the North Manchester and Akron areas, the guide is in response to input from employers, physicians, police, business persons, teachers, and others who have frequent contact with the Mexican population. The language barrier is perceived as the biggest hurdle in interacting with immigrants in the area. The guide is due for distribution by mid-August. For more information, or to suggest information to be included in the guide, contact Dr. Rogers at [inrogers@manchester.edu](mailto:inrogers@manchester.edu), 260.982.5374, or Mr. Polakowski at [trpolakowski@manchester.edu](mailto:trpolakowski@manchester.edu).

Enjoy summer fun through **Louie and Terri Miller's Canoe Rental on the Eel River in Denver, Indiana**. Call 765.985.2000 to find out about special prices for groups or family fun. Deposits and reservations required. Visit [www.mcrcr.com](http://www.mcrcr.com) or email [hdgapl@isp.com](mailto:hdgapl@isp.com).

## WELCOME NEW MEMBERS

**Reins and Rainbows, LLC**, 1132 E 250 S, Wabash, IN 46992. Phone: 260.563.2576 Email: [atwabash@kconline.com](mailto:atwabash@kconline.com) Contacts: Terrie Valentine and Annette DuBois. Reins and Rainbows offers Equine Assisted Growth and Learning. They use horses to teach skills to children, adults and groups. All therapy or learning is done on the ground. There is very seldom a need to ride a horse. Learn self-confidence, patience, better behavior and more.

### BUSINESS BEFORE HOURS

The next Business Before Hours will be August 8, 7:00 a.m., at the Honeywell Center, 275 W. Market St., Wabash.



Business Sponsors are **Wabash Friends Counseling Center**, **Manchester College Internship Program**, **David L. Mann, CLU, CFP, CHFC, Family Service Society**, and **Huntington University Excel**. The emcee will be Scott Hanback, Superintendent, MSD of Wabash County. To make reservations call the Chamber at 260.563.1168, email [beth@wabashchamber.org](mailto:beth@wabashchamber.org) or visit our web site at [www.wabashchamber.org](http://www.wabashchamber.org).

### BUSINESS AFTER HOURS



The next Business After Hours is scheduled for September 19. Sponsors are Lundquist Appraisals and Keller Accounting. Please plan to visit their 28 East Hill Street location between 4:00 and 6:00 p.m. Don't miss this opportunity to tour their facility and network with their staff and other business people.

Business After Hours has been a very popular event. Those businesses who have sponsored a BAH have been very pleased with the number of visitors to their facilities. If you would like to sponsor a BAH, please call the Chamber office, 260.563.1168. We are now booking for 2009.

## LABOR FORCE ESTIMATES FROM THE INDIANA DEPT. OF WORKFORCE DEVELOPMENT

AREA	LABOR FORCE	EMPLOYED	UNEMPLOYED RATE	Seasonally Adjusted RATE	
<b>U.S.</b>					
June 2007	154,252,000	146,958,000	7,295,000	4.7	4.5
May 2007	152,350,000	145,864,000	6,486,000	4.3	4.5
June 2006 (Benchmark)	152,557,000	145,216,000	7,341,000	4.8	4.6
<b>INDIANA</b>					
June 2007	3,265,355	3,114,273	151,082	4.6	4.7
May 2007	3,229,873	3,091,228	138,645	4.3	4.5
June 2006 (Benchmark)	3,310,822	3,143,856	166,966	5.0	5.1
<b>WABASH</b>					
June 2007	17,639	16,818	821	4.7	
May 2007	17,773	16,995	778	4.4	
June 2006 (Benchmark)	18,180	17,163	1,017	5.6	

## From the Indiana Dept. of Revenue



### Notice about Reduction in Sales Tax Collection Allowance

P.L. 211-2007 SECTION 18 amends IC6-2.5-6-10 to reduce the collection allowance for certain retailers effective for reporting periods beginning after June 30, 2007. The first payment that would reflect collection allowance will be due on Aug. 20. Retail merchants that had less than \$60,000 in sales tax liability for the period from Jan. 1 through June 30, 2007, will not be affected by the change in the statute.

The amendment provides that if a retailer's cumulative sales tax liability exceeded \$60,000 but was less than \$600,000 for the reporting periods from 1-1-07 through 6-30-07, the collection allowance for each reporting period from July 1 through Dec. 31, 2007, is reduced from 0.83% to 0.6%.

If a retailer's cumulative sales tax liability exceeded \$600,000 for the reporting periods as noted above, the collection allowance for each reporting period from July 1 through Dec. 31, 2007, is reduced from .83% to 0.3%.

Retail merchants that use a four-week reporting period will calculate the collection allowance base upon reporting periods beginning after 12-31-2006, through the period ending on or after June 30, 2007. The reduced collection allowance will be calculated for reporting periods beginning after June 30, 2007.

Due to the timing of this change, each retailer is required to calculate the reduced collection allowance when remitting the sales tax due for the reporting period. The ST 103 and ST-103MP have not been changed to reflect each taxpayer's new collection allowance.

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### From the Better Business Bureau of Northern Indiana

[www.neindiana.bbb.org](http://www.neindiana.bbb.org)



Many Indiana consumers, several of whom are of Hispanic and Asian descent, have reported receiving unsolicited mail offers from National Deed Service, Inc., which has a Washington, DC address, to obtain certified copies of real estate property deeds for a fee of \$59.60. However, orders are sent to an address in Illinois. This company is a for-profit entity, and is not associated with any government agency.

Your BBB of Northern Indiana wants consumers to know that your county Recorder's Office will provide deed copies through the mail for \$1 per page and a self-addressed, stamped envelope. Most deeds contain only one to two pages. Consumers can contact the recorder's office to find out how many pages their deed is by e-mailing the property owner's name, the property address and the approximate date of purchase to [recorder@\(your\)county.us](mailto:recorder@(your)county.us). Property owners are not required to have a copy of the deed to their home. When a property is sold, the deed is traditionally retrieved by the title search company involved in that transaction.

Although National Deed Service, Inc. has taken care of complaints filed against them, it is important that consumers know that, for a much smaller fee, they can obtain the deed to their home through the recorder's office in the county which they reside. For a full report on National Deed Service, please go to [www.bbb.org](http://www.bbb.org) or contact the BBB of Northern Indiana at 260.423.4433 (Fort Wayne); 219.791.9550 (Merrillville); 574.675.9315 (Osceola) or 1.800.552.4631.

# EDUCATION PROJECTS

## Professional Workshops for August

Joe Constance of Constant Training will be offering two professional workshops here at the Chamber on August 23. The a.m. session (8 – 11:30) will be entitled “How is Your NET-WORKING?” This is a fun, highly interactive experience. The Chamber offers many opportunities for networking and getting your business name out there; this seminar will help participants understand the importance of networking, learn how to make a positive first impression, learn the secrets of the world’s best networkers, be more effective in any net-working opportunity, and improve skills in remembering names and other details.



The p.m. session (1:00 – 4:00) is entitled “Stress for Success.” This program is about you controlling stress and not letting stress control you. In this program, you will be able to: understand the POSITIVES and NEGATIVES of stress; identify and evaluate the stressors in your life; recognize your personal stress triggers; identify the five typical responses to stress; review over forty proven techniques to manage your stress and to get control of your life and your stress.

Cost for each workshop is \$49/Chamber member and \$69/non-members. Sessions will held in the Chamber Training Room, 210 S. Wabash St., 2nd Floor, Wabash, IN. To make reservations, email: [info@wabashchamber.org](mailto:info@wabashchamber.org) or register online at [www.wabashchamber.org](http://www.wabashchamber.org).



## Education Partners Bringing Speaker Jamie Vollmer August 14

Please join Jamie Vollmer for the business/general public session, as he speaks on “Schools and Business: Allies in Developing Human Capital” on August 14 in the Honeywell Center’s Ford Theater, from 7:30 to 8:30 a.m. Metropolitan School District Superintendent Scott Hanback, and Wabash City Schools Superintendent Celia Briggs initiated the effort to bring Jamie to Wabash as part of their 2007-2008 kickoff. Other education partners including EDG and your Chamber were offered the opportunity to co-sponsor Jamie’s visit, as he examines the disintegration of the “traditional” fit between education and work. He calls on Business Leaders to alter obsolete models and work as constructive partners to help produce significant improvements in learning for all students. There is no fee for this community development event as it is being underwritten by:



## ORGANIZATIONS IN NEED

**WABASH AREA COMMUNITY THEATER (WACT):** In need of 12,000 to 20,000 sq. ft. warehousing space with loading dock by October 1. Please contact Gary Dale by leaving a message at 260.468.4290 or Beth Miller at 260.563.1168.

**FROM SPECIAL OLYMPICS:** We are in need of a storage place for equipment. We are willing to pay some, but right now our costs are just too high for the storage. We have shelving units for our totes which would take up some wall space. We also have grills, tank, and large metal stand. We also need to be able to access all the time, as we would be using on weekends and evenings. Anyone interested in helping us could call Pat Lynn at 563-5469.

## BOARD MEMBERS

2006-2007

Ron Kerby, Chair  
First Merchants 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 Web  
Lynne Schafer  
Lynne's Lien Searching &  
Dedicated Services  
Jeff Myers  
Servisoft Ecowater Company  
Emily Guenin-Hodson  
Guenin Law Office

## Upcoming Events



Aug. 7	10:00 a.m.	Ribbon Cutting Curves, 1339 N. Cass St.
Aug. 8	7:00 a.m.	Business Before Hours Honeywell Center
Aug. 14	7:30 a.m.	Jamie Vollmer Conference Honeywell Center Ford Theater
Aug. 18		Craft, Garden & Herb Fest Paradise Spring Historical Park
Aug. 23	8:00 - 11:30 a.m.	How is your NET-WORKING Seminar Chamber Conference Room
Aug. 23	1:00 - 4:30 p.m.	Stress for Success Seminar Chamber Conference Room

# 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  
First Merchants 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.  
Indiana American Water Company**

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**



YOU ARE  
CORDIALLY  
INVITED TO ATTEND



# Business Before Hours

WEDNESDAY, AUGUST 8, 2007 - 7:00 a.m. - 8:30 a.m.  
Honeywell Center - 275 W. Market St.



**Business Sponsors:** Wabash Friends Counseling  
Manchester College Internship Program  
David L. Mann, CLU, CFP, CHFC  
Huntington University Excel  
Family Service Society

**Emcee:** Scott Hanback, MSD of Wabash County

**Breakfast** - \$7.00 members/\$10.00 non-members. Remember to use your ChamberBucks. **Payment is required with reservation.** *MAKE RESERVATIONS ONLINE!* Simply go to <http://www.wabashchamber.org/> and click on Calendar of Events.

Reservations will be accepted through **August 3, 2007**. If you need to cancel, please contact the Chamber by noon the day before, otherwise you will be charged.

**Business Before Hours** gives you the opportunity to introduce yourself, exchange business cards, welcome new Chamber members and make new business contacts.

**Sponsored in part by the Honeywell Center.**

(Please detach and return bottom portion with payment)

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## RESERVATIONS ARE REQUIRED!

### August Business Before Hours

Company: \_\_\_\_\_  
Attendees: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Payment Enclosed** [ ] Check \$\_\_\_\_\_ [ ] Cash \$\_\_\_\_\_ [ ] ChamberBucks \$\_\_\_\_\_

**Return to:** Wabash County Chamber of Commerce Phone: 260-563-1168  
P.O. Box 371 Wabash, IN 46992 Fax: 260-563-6920  
Email: [info@wabashchamber.org](mailto:info@wabashchamber.org)

Join **Jamie Vollmer** as he speaks on  
**“Schools and Business:  
Allies in Developing Human Capital”**



**August 14, 2007**  
**7:30 - 8:30 a.m. Business Session**  
**Honeywell Center Ford Theater**  
**275 W. Market Street**  
**Wabash, Indiana 46992**

A Community Development Event  
offered at **NO CHARGE** by  
Wabash County Partners in Education  
as listed below

Jamie examines the disintegration of the traditional fit between education and work. He acknowledges the legitimate frustration of businesses with student performance and the slow pace of change. He tells, however, of school leaders who labor to increase student achievement only to be vigorously opposed by people who cling to obsolete models of the “perfect” school. Jamie calls on business leaders to help alter these mental models and work as constructive partners to realize the central objective -- to produce significant improvements in learning for all students.

Please RSVP for this **FREE** event at  
[info@wabashchamber.org](mailto:info@wabashchamber.org) or call **260-563-1168**

**Sponsored By:**



**Registration for Constant Training's  
Professional Seminars**  
Register online at [www.wabashchamber.org](http://www.wabashchamber.org)  
or use the form below  
List Attendees

Session I: \_\_\_\_\_  
 \_\_\_\_\_  
 Session II: \_\_\_\_\_  
 \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 \_\_\_\_\_

Please indicate which session (s) you wish to attend  
and indicate how many attendees for that session:

Number Attendees	Session I &/or II	Total Cost
<input type="checkbox"/> \$49 member	_____	_____
<input type="checkbox"/> \$69 each - Non-member rate	_____	_____

Payment is enclosed for: \$ \_\_\_\_\_  
 Check# \_\_\_\_\_  
 (checks payable to Wabash County Chamber of Commerce)

Bill Me  (Add \$1 invoicing fee)  
 Credit Card Information:  
 Visa  AmExp  Discover  M/Card

Account# \_\_\_\_\_  
 Exp. Date \_\_\_\_\_  
 Signature: \_\_\_\_\_

Return to:  
 Wabash County Chamber of Commerce, P.O. Box 371,  
 Wabash, IN 46992 Tel. 260-563-1168 Fax: 260-563-6920  
 Email: [beth@wabashchamber.org](mailto:beth@wabashchamber.org)

The Wabash County  
Chamber of Commerce  
thanks the  
Seminar Committee Members

Lori Eltzroth, Chair (Beacon Credit Union)  
 Pat Lynn (Retired)  
 Rex Stitsworth (Ford Meter Box Co., Inc.)  
 Melissa Reckeweg (First Federal Savings Bank)  
 Celia Briggs (Wabash City Schools)  
 John Andersen (Ford Meter Box Co., Inc.)



These professional seminars are made possible in part by  
the support of these **Gold Level Chamber Members**:

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



presents

*2 Professional Seminars by  
Constant Training*

*How is your  
NET-WORKING*

**8:00 a.m. - 11:30 a.m.**

**&**

*Stress for Success*

**1:00 p.m. - 4:30 p.m.**

**August 23, 2007**  
**Chamber Conference Room**  
**210 S. Wabash Street - 2<sup>nd</sup> Floor**  
**Wabash, Indiana**

# Session I

## How is your NET-WORKING

Do you have trouble meeting people or getting to know them? Do you immediately forget their names? Would you like to make a positive first impression on the people you meet? Building new relationships and networks is a key skill for success in both business and life. This program will help you to:

- ☑ Understand the importance of networking.
- ☑ Instantly make a positive first impression.
- ☑ Learn the secrets of the world's best networkers!
- ☑ Be more effective in any net-working opportunity.
- ☑ Improve your skill in remembering names and other details.

**NOTE:** If all you want to do is sit and listen to a speaker -- DON'T attend this program. It is a fun, highly interactive experience!

# Session II

## Stress for Success

Stress is an important part of our daily lives, whether we like it or not. Some people are motivated by it and other people are devastated by it. We can manage our lives and our stress in order to be much more effective and happy on a day-to-day basis. There are many tools and techniques available to us and this workshop will cover over 40 of them. This program is about you controlling stress and not letting stress control you! In this program, you will be able to:

- ☑ Understand the POSITIVES AND NEGATIVES of stress.
- ☑ Identify and evaluate the stressors in your life.
- ☑ Recognize your personal STRESS TRIGGERS.
- ☑ Identify the five typical responses to stress.
- ☑ Review over FORTY proven techniques to manage your stress.
- ☑ Get CONTROL OF YOUR LIFE and your stress.



## Constant Training

Joe Constance uses his vast experience to share knowledge in a fun, relaxed and interactive way.

“When I have clients approach me and tell me they loved the seminar, I know the seminar was a winner! The handouts were top notch, and his humor-filled seminars were a near sell-out. I'm pleased to have an association with Constant Training and will continue to work with Joe on other projects.”

~ Pam Price (765)288-6681

Muncie-Deleware County Chamber of Commerce

“My members couldn't wait to call and tell me about your great program. With my door open, I could hear all the laughing and I knew they were enjoying it. I definitely want to schedule another one for this fall.”

~ Rhonda Damjanovich (219)836-5551

Munster Area Chamber of Commerce

## **MAKE YOUR RESERVATIONS TODAY!**

Use the form on the back  
of this brochure.  
Reservations are limited —  
register early!

Sponsored by the Wabash County Chamber  
of Commerce. Telephone 260-563-1168 or  
email: [beth@wabashchamber.org](mailto:beth@wabashchamber.org)  
for more information.

### **Professional Training by Joe Constance - August 23, 2007**

Session I: 8:00 AM - 11:30 AM and/or Session II: 1:00 PM - 4:30 PM

Chamber Conference Room, 210 S. Wabash St., Wabash, IN 46992

Cost per Session: \$49 ea. Chamber Member - \$69 non-member