

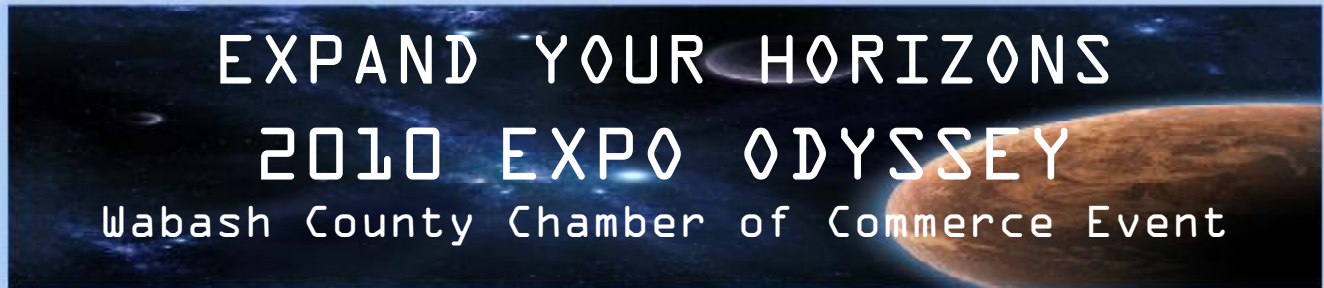


MEMBER CONNECTION

February 2010

210 S. Wabash St.
Wabash, Indiana 46992
Voice: 260-563-1168
Fax: 260-563-6920

Kimberly Pinkerton, Editor
Beth Miller, Layout & Design
Email: info@wabashchamber.org
URL: www.wabashchamber.org



EARLY BIRD DISCOUNT FAST APPROACHING — RESERVE YOUR BOOTH SPACE NOW!

SATURDAY, MARCH 6 — 9:00 a.m. - 4:00 p.m.
SUNDAY, MARCH 7 — 11:00 a.m. - 4:00 p.m.

Chamber members

\$250 before February 5, 2010
\$300 after February 5, 2010

Non Members

\$375 before February 5, 2010
\$425 after February 5, 2010

Contact the Chamber office to reserve your spot now! 260-563-1168 www.wabashchamber.org
info@wabashchamber.org

Bob James, Border Patrol Curbscaping, LLC, states, "This is a great show. I get half of my business from this show."

SPECIAL ACTIVITIES — Gym Stage

Saturday

- 9:30 Indoor Gardening & Composting
Presented by Marvin Wright, Master Gardener
- 10:30 Archery Demonstration
Presented by Bass & Bucks
- 11:30 OJ Neighbours Elementary 3rd Grade Choir
Directed by Judy Ward
- 1:00 Self Defense, KATA & Board Breaking
Presented by Shuri-Ryu Karate Academy
- 2:30 Altered Art Resin Pendants/Bottle Cap
Presented by Susan Karczewski,
Purr-fectly Unique Jewelry
- 3:30 Wabash Valley Dance Theater
Choreographed by Lisa Traver

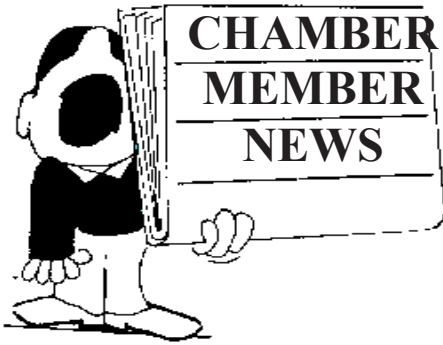
Sunday

- 11:30 How To Make Your Own Clay Stamps
Presented by Elizabeth Wamsley,
HappyLake Art Studio
- 1:00 Self Defense, KATA & Board Breaking
Presented by Shuri-Ryu Karated Academy
- 2:15 Archery Demonstration
Presented by Bass & Bucks

COMET SPONSORS

Jim Banks for State Senate
Brian Mallow State Farm Insurance Agency

Lundquist Appraisals and Real Estate
Wabash County Hospital



HAVE A NEWSWORTHY ARTICLE OR EVENT YOU'D LIKE US TO PUBLISH?

Are you holding a special promotion, event or want to congratulate and recognize an employee? We are happy to share your news with the business community. The Chamber newsletter deadline for article submission is the 3rd Monday of the month prior to publication. Email your news and pictures to: info@wabashchamber.org or fax news to 260.563.6920.

PRESS RELEASES

Please feel free to add us to your Media list for all of your Press Release articles so that we too can announce your news. If you would like to submit your Press Release to us, we would be more than happy to send them out to the media for you.

ST. Bernard Church - PARISH MISSION - Looking for a night out that won't break the bank or run up your credit card bill? If so, take a break from your everyday stresses and strains and join us for St. Bernard Church-Parish Mission, "Take This Moment." Sunday, March 7th through Wednesday March 10th, we will gather each evening at 7 p.m. in St. Bernard's Church, corner of Cass & Sinclair Sts. Nightly topics include "Take a Moment For ...Prayer", ...Faith", ...Forgiveness" and ...Love". Our mission speakers are priests from the Fort Wayne Diocese, who come to offer new and challenging insights into everyday living. Come join us and take a moment to relax and reflect. Morning sessions with Jennifer Kohrman from the Diocesan Office of Spiritual Development, will be at the Knights of Columbus Hall at 595 S. Huntington St. beginning at 9 a.m. following Mass at the Church. See the attached flyer for more details.

Pathfinder Resource Connection welcomes Corrie Alleje and Amy Shaw who were recently hired as Employment Specialists for Pathfinder Resource Connection, the Employment division of Pathfinder Services, Inc. Alleje and Shaw work with a team that includes Employment Specialists, Case Coordinators, and other individuals to develop employment opportunities for individuals served by Pathfinder Resource Connection. Alleje and Shaw coordinate with local employers the hiring, training, and necessary on-going supports for individuals with mild to severe disabilities to maintain community employment.

Honeywell House Events

- A Discussion with Charles Shepherd, Director Fort Wayne Museum of Art Thursday February 4, 7:00 pm.
Charles Shepherd will spend an evening at the House describing the workings of the art museum. He will discuss the museum's collections, traveling and permanent, with emphasis on Indiana artists. Anyone who loves art should not miss this program! Sponsored by **Mutual Bank**.
- Violinist Aaron Smith Tuesday, February 16, 7:00 pm.
Gifted young musician Aaron Smith returns to the Honeywell House to present another violin recital. Each Saturday Aaron and his mother travel to Indianapolis for special music instructions. Come enjoy, again, a Wonderful talent as we follow this mastering of the violin by a local resident. **Sponsored by Douglas C. Lehman P.C.**

For further program information and reservations please call the Honeywell House at 260.563.2326.

Wabash Friends Counseling Center reminds you of their upcoming Leadership Luncheons:

- | | |
|---------|------------------------------|
| Feb 11 | Leadership During Lean Times |
| March 4 | A Growth Path for Leaders |
| April 4 | Followership |

Cost is \$20 and includes a light lunch. To register, email scott@wabashfriends.org.

UPCOMING HONEYWELL CENTER EVENTS: Register or buy tickets online at www.honeywellcenter.org!

Phillips, Craig & Dean Sponsored by Halderman Farm Management Service and Grandstaff-Hentgen Funeral Service	Fri., Feb. 5	7:30 pm
JoDee Messina: The Music Room Series Presented in partnership with Ivy Tech Community College & WWKI	Sun., Feb. 14	7:30 pm
Augustana College Band Sponsored by Paul L. Speicher Foundation	Sun., Feb. 21	3 :00 pm
Canadian Brass Presented by Wabash Valley Music Association	Fri., Feb. 26	7:30 pm
Canadian Mist Bob & Tom Comedy All Stars Sponsored by Ceres Midland	Sat., Feb. 27	7:30 pm

CHAMBER AG DAY CELEBRATION COMING MARCH 9



Agriculture provides almost everything we eat, use, and wear on a daily basis, and is increasingly contributing to fuel and other bio-products. Plan to celebrate Wabash County's agriculture community and its

contributions to each of us on March 9, at the Wabash County REMC Touchstone Energy Community Room. This year's program will begin with a full breakfast followed by presenters including:

- Greg Warner, Wabash Valley Power – discussing Cap & Trade
- Curt Campbell, Wabash Co. Purdue Ext. Office – current Ag Events
- Chris Hurt, Purdue University – Commodity Outlook & follow-up comments on Cap & Trade
- Howard Halderman – brief update on Land Values & Lease Terms

Sponsors will once again have booth displays around the room and prizes will be awarded. This year's committee includes Ron Pettit, North Central Coop; Darin Hadley, Wells Fargo Bank; Rob Pearson, Wabash County REMC; Howard Halderman, Halderman Farm Management; and Curt Campbell, Wabash County Purdue Cooperative Extension Office.

SOCIAL SECURITY: What You Need to Know! WEBINAR

FROM the SSA Office --

Many people contact Social Security about retirement planning and request explanations of their Social Security benefits and options. We attempt to tell them how much of their current earnings will be replaced by Social Security and how that appears to fit in with their retirement plans. When people ask about the best age to retire, we try to tell them what factors they ought to consider. These complex topics and more will be explained in Social Security's webinar, ***Social Security: What You Need to Know!*** In this webinar, we will walk you through Social Security's programs and show you how Social Security's online financial and retirement planning tools will help answer your questions about Social Security benefits.

The webinar will be hosted via www.socialsecurity.gov on Friday, January 29, 2010, at 2 p.m. EST. To RSVP for the webinar, please visit <http://www.socialsecurity.gov/survey/WhatYouNeedToKnowRSVP.htm>



LABOR FORCE ESTIMATES FROM THE INDIANA DEPARTMENT OF WORKFORCE DEVELOPMENT

AREA	LABOR FORCE	EMPLOYED	UNEMPLOYED	RATE	Seasonally Adjusted RATE
U.S.					
December 2009	152,693,000	137,953,000	14,740,000	9.7	10.0
November 2009 (Revised)	153,539,000	139,132,000	14,407,000	9.4	10.0
December 2008 (Benchmark)	154,349,000	143,350,000	10,999,000	7.1	7.4
INDIANA					
December 2009	3,082,205	2,781,177	301,028	9.8	9.9
November 2009 (Revised)	3,106,364	2,818,099	288,265	9.3	9.6
December 2008 (Benchmark)	3,209,889	0,949,605	260,284	8.1	7.8
WABASH					
December 2009	15,892	14,018	1,874	11.8	
November 2009 (Revised)	15,835	14,030	1,805	11.4	
December 2008 (Benchmark)	16,589	14,974	1,615	9.7	

WELCOME NEW MEMBER

Scott's Landscape Services LLC, 302 Strauss Provimi Rd., North Manchester, IN 46962 Phone: (260)982-6139 Email: scott@scottslandscaping.com

Web: www.scottslandscape.com Contact: Scott Manges. For over thirty years, Scott's Landscape Services has provided professional landscape and maintenance programs to its customers. Their number one objective is to satisfy our customers, and we take great pride in doing so.

Rabecca Kubacki, 1401 E. Northshore, Syracuse, IN 46567. Phone: (574)457-4458
Candidate for State Representative.

The Learn More Center, 603 Bond St., North Manchester, IN 46962
Phone: (260)982-6138 Web: www.learnmorecenter.org Contact: Sara Goff. The LMC combines technology with the human touch to help students succeed. Our self-paced, customized approach offers flexibility and independence. The relaxed atmosphere and caring instructors provide a supportive environment.

Rosen Farms, Inc., 4581 E 500 N., Urbana, IN 46990 Phone: (260)774-8201, Email: rosenfarms@omnicityusa.com.

Intrasect Technologies, 1400 S. Wabash St., Wabash, IN 46992 Phone: (260)563-2240 Email: MShira@IntrasectTechnologies.com Web: www.intrasecttechnologies.com Contact: Mike Shira. Intrasect is the technology division of Wabash Electric. They offer IT services and training.

The Papers Incorporated, 206 S. Main St., P.O. Box 188, Milford, IN 46542 Phone: (866)580-1138 Fax: (574)658-4701 Email: vhowell@the-papers.com Web: www.the-papers.com Contact: Vicky Howell, Publications Manager. They are a thriving printing and publishing operation based in Northern Indiana. They publish over 25 weekly and monthly newspapers and magazines as well as numerous circulars, brochures and catalogs.

THANK YOU TO THE FOLLOWING MEMBERS WHO RENEWED THEIR MEMBERSHIP IN JANUARY

Adams, Todd State Farm Agency
B & I Agencies, Co.
Baker Insurance
***Beacon Credit Union**
Brandt's Harley-Davidson
Carey Services
***Charley Creek Foundation**
Dickos - Peterson, Metz Realty
Dorais Chevrolet
Gorman Center for Orthodontics
Grain Systems, Inc.
Grandstaff-Hentgen Funeral Service
HFCS
Huntington Heating & Cooling, Inc
Ivy Tech Community College of Indiana
Manchester College

Midwest Eye Consultants, PC
Originalpromotions.com
Perry Corporation
***Pettit Printing, Inc.**
Quality Electric, Inc.
Rea Logan & Co., LLC.
Seasons Homecare
Thermafiber, Inc.
Wabash Co. Convention & Visitors Bureau
Wabash County Council on Aging
Wabash County Historical Museum
Wabash County Hospital
Wabash Electric
Wabash Eye Health & Vision Center
***Wells Fargo Bank**
Xtreme Auto Accessories *denotes Gold Member



Congratulations to the Wabash County YMCA
They now have 3800 members committed to living a healthy lifestyle!!



Ken Yarnelle receives the Blue Ribbon Business sign at his store on West Canal Street.

FEBRUARY BLUE RIBBON BUSINESS OF THE MONTH YARNELLE LUMBER



This month's featured business is located downtown Wabash, at 295 West Canal Street. Yarnelle Lumber Company is owned by Ken who is the fifth generation owner of the company that started in the early 1860s. Ken and Jill are active in the Wabash community and very supportive of local organizations such as the YMCA, Honeywell Center and Wabash Area Community Theater.

Yarnelle Lumber carries all of your home improvement supplies. They have an extensive selection of hardware including Stanley Hand Tools, Rustoleum auto paint, concrete stain, electrical supplies and a full line of Sherwin Williams paint. They are the perfect supply store for all of your home improvement needs!

The store hours are Monday – Friday 8am – 5pm and Saturday from 9am – 12pm. For more information telephone (260)563-8378.



MEMBERSHIP BENEFIT OF THE MONTH PROMOTE AND GROW YOUR BUSINESS WITH THESE SMALL BUSINESS TOOLS

The Wabash County Chamber of Commerce in cooperation with the Small Business Development Center of Northeast Indiana offers several programs that are critical to the promotion and growth of your business. A brief description and the benefits of these "result-oriented" services are listed below:

- 1. ESRI provides market research with more than 40 reports on local demographics relating to consumer buying behavior.**
 - Find new customers
 - Search for untapped markets
 - Evaluate competitors
 - Analyze your trade areas
- 2. Hill Search provides prospect lists and comparison analysis.**
 - Find company names, addresses, location, type of industry, sales, and more
 - Research market trends, and best practices
 - Compare your financials to other businesses of the same size
 - Find information on industry leaders
- 3. Navigator provides step by step guidance for business planning**
 - Self-paced and web based
 - A business plan outline and guide
 - An intuitive financial template to generate income and cashflow statements, balance sheets, and break-even analysis
- 4. Sage Works offers financial diagnostics and awareness of your business practices**
 - Forecast consequential changes to your bottom line relating to new strategic directions.
 - Perform multiple "what if" simulations
 - Rate the condition of your liquidity, profit margins, sales, borrowing and assets.
 - Easy to understand descriptions with graphs regarding results and conditions.
- 5. Feasibility Planning through Navigator**
 - Offers a process to evaluate your entrepreneurial abilities
 - Provides step-by-step instructions to evaluate your business idea.
 - Helps determine your funding requirements

Call the office today to schedule your appointment to learn more about these programs and how they will assist you with your business growth plans.



Find out what the buzz is all about.

Here's your chance to get up close and personal with the latest productivity enhancements, as well as safety and security improvements that Windows 7 provides. Come find out how Windows 7 helps your business work the way you want. The **Chamber** has partnered with **Intrasect Technologies** to bring you this Windows 7 workshop. Choose which day/time is right for you and join us in this interactive session. Space is limited, so register early!

Session I: Wednesday, February 24, 2010

11:00 a.m. – 1 p.m. (Lunch will be served)

Chamber of Commerce Conference Rm., 210 S. Wabash St., Wabash, IN

Cost: \$12.00

Session II: Thursday, February 25, 2010

7:00 a.m. – 9:00 a.m. (Breakfast will be served)

Chamber of Commerce Conference Rm., 210 S. Wabash St., Wabash, IN

Cost: \$12.00

Presenter: 

Doing the tasks you do everyday are easier and faster with windows 7. You can share files and devices easily, find the information you need, stay productive anywhere and protect your data so you may spend more time helping your business grow.

- See a live demo of Windows 7
- Try Windows 7 out for yourself at live demo stations
- Ask Microsoft Partners questions about upgrading your system
- Get a chance to win great prizes

As an attendee of the event you may be eligible to receive:

- A \$150 voucher for IT services provided by Microsoft partner, Intrasect Technologies

Call the Chamber at 260.563.1168 to register.

Honor Student Luncheon Date Set For April 15

The Honor Student Luncheon Committee has been meeting to plan this year's event which honors the top 20% of our county's high school graduates. The event seeks to provide the students an opportunity to network with business persons from their field of interest while letting them know that we have opportunities for them to utilize their education and talents right here in Wabash County. They also gain insight from a speaker representing a Wabash County native who returned to the area to live, work and play. This year's event will be held on April 15 and letters will be going out to area businesses late February to secure business support and attendance. **MORE DETAILS TO COME!**

Committee Members include: Co-chairs Trisha Metzger (Crossroads Bank) and Lindsay Barnett (Midwest Eye); Jeri Kornegay (Manchester College); Linda VanVoorhis (Edward Jones); Jan Roland (Wabash City Schools).

MEMBERSHIP UPCOMING EVENTS

By

Chasity Milliner, Membership Services Coordinator



YPN February Mixer - Come join YPN at **Make It Your Own** - Ceramics and Pottery... It's your choice if you want to come and paint or just hang out. If you decide to get involved with the ceramics then it will be \$5.00.... it's free to just come to the mixer though. It's the week before Valentine's day, so it's a perfect chance to make something for someone!!!! Pizza and beverages will be provided.

Member Orientation Luncheon - Want to know how to get more out of your Chamber investment? The Chamber Membership Committee and Board of Directors invite you to join us for lunch on Wednesday, February 17th, at 1 p.m., in the Chamber Conference Room. This luncheon will feature fellow Chamber members, board, staff and committee volunteers who will speak about ways to get the most out of your chamber member dues investment. The informal setting is a great way to meet other chamber members and your chamber staff. Also it provides an excellent opportunity to learn first-hand about Chamber benefits and opportunities for your business, while learning from other businesses how they best utilize their membership and what it has meant to them. The luncheon is sponsored by



and



Counselors from the **Small Business Development Center** visit Wabash four days each month to offer services to our local business people. If you are interested in a new business start-up, new product development, creating or updating a business plan, or just want to review how your business is doing, these counselors are here to help you. The counselors work out of the Chamber

offices and these services are FREE. Ken McCrory is available by appointment on the 1st, 2nd, and 4th Tuesdays of every month. On the 3rd Thursday of the month, Scott Goskowics will be hosting a "Launching your Business" seminar for those interested in getting started in business. It is held from 11:00 a.m. to 1:00 p.m. A \$25 fee is required. Call the Chamber to make appointments for counseling or to register for classes, 260-563-1168.

BUSINESS BEFORE HOURS



The next **Business Before Hours** will be February 10, 7:00 a.m., at the Honeywell Center, 275 W. Market St., Wabash. Business Sponsors are

- **Jim Banks, Candidate fro State Senate**
- **FAME Festival**
- **Ivy Tech Community College**
- **Milliner Printing Company**
- **Reynolds Oil**

The emcee will be **Kathy Jones, First Farmers Bank & Trust.**

To make reservations call the Chamber office at 260.563.1168, email beth@wabashchamber.org or visit our web site at www.wabashchamber.org.

BUSINESS AFTER HOURS

DON'T MISS THIS SPECIAL OPPORTUNITY TO VISIT THE NEWLY RENOVATED

CHARLEY CREEK INN

The next Business After Hours is scheduled for March 25, 5:00 - 7:00 p.m. The sponsor will be **Charley Creek Inn**, located at 111 West Market Street. Don't miss this opportunity to visit the newly renovated Charley Creek Inn and see what all the excitement is about. They will be giving tours of the building.



BOARD MEMBERS

2009-2010

Rob Pearson, Chair
Wabash County REMC
Mark Sapusek, Chair Elect
Visionary Web/Computers
Marilyn Custer-Mitchell, Vice Chair
Wabash County Hospital
Doug Mays, Treasurer
Thermafiber
Brian Campbell
Randall Miller & Associates
Trisha Metzger, Past Chair
Crossroads Bank
Kimberly Pinkerton, President
Chamber of Commerce

Skip Daughtry
Beauchamp & McSpadden
Chris Goff
Judge, Superior Court
Phil Brown
Alumitech
Angie Beauchamp
Modoc's Market
Larry Hoover
Quality Electric
Lindsay Barnett
Midwest Eye Consultants
Matt Mize
Attorney
Brad Thurmond
Ivy Tech Community College
Deborah VanMeter
Huntington University
Lance Agness
Ford Meter Box Company
Steffany Pegg
Wabash County YMCA
Kathy Jones
First Farmers Bank & Trust
Kristi Lundquist
Lundquist Appraisals
Darin Hadley
Wells Fargo Bank
Bill Konyha
EDG Wabash County
Mayor Robert Vanlandingham
City of Wabash
Dan Hannaford
Town of North Manchester

Upcoming Events



February 10	7:00 - 8:30 a.m.	Business Before Hours Honeywell Center
February 11	5:45 - 8:00 p.m.	Young Professional Network Mixer Make It Your Own Art Studio
February 17	11:30 a.m. - 1:00 p.m.	New Member Luncheon Chamber Conference Room
February 24	11:00 a.m. - 1:00 p.m.	Windows 7 Seminar Chamber Conference Room
February 25	7:00 - 9:00 a.m.	Windows 7 Seminar Chamber Conference Room
March 6 & 7		2010 Expo Oddysey Honeywell Center
March 9	7:00 a.m.	Ag Day Breakfast Wabash County REMC
March 25	5:00 - 7:00 p.m.	Business After Hours Charley Creek Inn

GOLD MEMBERS

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

**Beacon Credit Union
Pettit Printing, Inc.
Crossroads Bank
Charley Creek Foundation
Bulldog Battery
Wells Fargo Bank
Miller's Merry Manor
First Merchants Bank
Ford Meter Box Co., Inc.
First Farmers Bank & Trust
Physicians Health Plan of Northern Indiana, Inc.
Dr. James Ford Historic Home
Mutual Bank
Duke Energy
Visionary Web**



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.



YOU ARE
CORDIALLY
INVITED TO ATTEND



B B H BUSINESS BEFORE HOURS

Exhibits Provided by Business Sponsors:

- Jim Banks, Candidate for State Senate
- FAME Festival
- Ivy Tech Community College
- Milliner Printing Co., Inc.
- Reynolds Oil Company

Emcee: Kathy Jones, First Farmers Bank & Trust

WEDNESDAY, FEBRUARY 10, 2010 —7:00 a.m. - 8:30 a.m.

HONEYWELL CENTER — 275 W. MARKET ST.

WHY ATTEND —

- Great Networking Opportunity
- Exchange Business Cards
- Welcome New Chamber Members
- Make New Business Contacts.

BREAKFAST - \$7.00 members/\$10.00 non-members. Remember to use your ChamberBucks. **PAYMENT IS REQUIRED WITH RESERVATION.** *MAKE RESERVATIONS ONLINE!* Simply go to www.wabashchamber.org and click on the link to Business Before Hours.

Please RSVP by **February 5, 2010**. Cancellations must be made by noon the day before, otherwise you will be invoiced.

Sponsored in part by the Honeywell Center.
(Please detach and return bottom portion with payment)

RESERVATIONS ARE REQUIRED! February Business Before Hours

Company: _____
Attendees: _____

Payment Enclosed [] Check \$_____ [] Cash \$_____ [] ChamberBucks \$_____

Return to: Wabash County Chamber of Commerce Phone: 260-563-1168
210 S. Wabash St. Wabash, IN 46992 Fax: 260-563-6920
Email: info@wabashchamber.org

**ST. BERNARD CIURCII PARISII MISSION
MARCH 7-10, 2010**

"TAKE THIS MOMENT"

**Sunday March 7 at 7 p.m.
begins the first evening session
"Take This Moment to...Pray"
Speaker: Fr. Tom Shoemaker**

**Monday March 8 at 7 p.m.
"Take This Moment to...Strengthen Our Faith"
Speaker: Fr. Bill Kummer**

**Tuesday March 9 at 7 p.m.
"Take This Moment to...Forgive"
Speaker: Bishop John M. D'Arcy
With Reconciliation Service**

**Wednesday March 10 at 7 p.m.
Take This Moment to...Love"
Focuses on Eucharist - Speaker: Fr. Glenn Kohrman**

**Monday, Tuesday and Wednesday
"Morning Prayer and Reflection Sessions"
9 a.m. with Jennifer Kohrman
at the K of C Hall on Huntington St.**

**Refreshments follow each evening's service
except Tuesday in Zahn Hall.**

WWKI Welcomes

Jo Dee Messina

In Partnership
with Ivy Tech
Community College

Step into Jo Dee's world as the stage is transformed into a room right out of her own home. The multi-platinum artist will tell the stories behind the songs and take questions and requests from the audience.

\$19, \$29, \$39

MAKE IT A DATE!

Join us for a special gourmet Valentine's Day buffet before the show! View menu \$19.95 per person

valentine's
day!

Sun., Feb. 14
7:30 pm

 honeywellcenter

260-563-1102 • www.honeywellcenter.org