



New Haven Chamber of Commerce Newsletter The E-Connection

**A Voice for Business and the
Betterment of the Community**

February 1, 2011

In This Issue

Breakfast of Champions

Members in the News

Calendar

New and Renewing Members

The Connector Project

In New Haven

**Wabash Train Depot
Restoration**

New Police Chief Appointed

**Small Business Conference
and Expo**

**Should a Telecommuter Get a
Lower Salary?**

**What Healthcare Reform
Means to Your Group
Coverage**

Quick Links

[New Haven Bulletin](#)
[City of New Haven](#)
[New Haven Adams Twp.](#)
[Parks Dept.](#)

**Circulation For
This Issue**

829

**Hot Deal &
Job Posting**

Log into your chamber member

Breakfast of Champions was a Great Success!

On January 12th eleven Chamber Members attended a seminar presented by Melissa Jaegle and Jeff Hartman. Those attending heard valuable information on strategic planning and goal setting. Each person was asked to think of three goals that they would like to accomplish in the upcoming year. With those goals in mind they were asked to write a projection for 2012 as if those goals had been accomplished. It was a very enlightening exercise and was the basis for setting planning goals in order to bring that year end projection to fruition.

Everyone was pleased with the presentation and everyone took something away that they could put in place within their businesses.

Thank you to those that attended.



portal to list your employment opportunities or advertise your own store special!

Access

www.chamberlogin.com

To receive your Login and Password contact the Chamber Office.



HOT DEALS!

Offers From Chamber Members.

Here you could find anything from simple auto repair specials to real estate opportunities for your family or business.



JOBS

Your New Career Could Be Just a Click Away....

Posted By Member
Businesses of the:



[Top of page](#)

Members In the News

Community Harvest Food Bank of Northeast Indiana is proud to announce three newly elected members to its board of directors: Jason Fabini, Retired NFL & The Fabini Foundation; Paul Jacobs, Beck's Seeds; and Patrice Jordan, Kraft Foods.

Following is the Community Harvest Food Bank slate of officers for 2011: President, John Wolf, Wal-Mart Stores, Inc.; Vice President, Matt Brady, Hylant Group; Secretary, Deb Treesh, Farmers & Hunters Feeding the Hungry; Treasurer, Dave Fee, Tower Bank. These CHFB executive committee members join the following board members in service: John Powell, Shambaugh, Kast, Beck & Williams, Member at Large; Beth Bechdol, Ice Miller, LLP, Member at Large; Christopher Guerin, Sweetwater Sound, Capital Campaign Chairman; Matt Bell, Regional Chamber of Northeast Indiana; Kevin Bleed, SuperValu; Danette Fitzgerald, Parkview Health; Jim Hauguel, Parkview Health Systems; Ronnie Irwin, Wal-Mart Distribution Center 6074; Tim Livingston, Kroger; Gonzalee Martin, Purdue University Cooperative Extension Service; Casey Scheurich, Dulin, Ward, & DeWald; Jason Wardwell, ENS Group; Stan Zihelr, Five Star Distributing.

New Chief Financial Officer Added to Dupont Hospital's Administrative Team

Dupont Hospital officials released today that Brian Schneider has been hired as chief financial officer and he began Monday, Jan. 17. Schneider has 20 years of accounting experience and he most recently worked as a healthcare CFO for Crossroads Community Hospital in Mt. Vernon, Ill.

Schneider has 18 years of experience in healthcare. He obtained his Bachelor of Science in Accounting from the University of Missouri in 1990.

Schneider joins other new leadership at Dupont Hospital. Chad Towner, Dupont's chief executive officer, has been working in this capacity since late

November.

[Top of page](#)

Our Sponsors



[Top of page](#)

Calendar

February 1 - Board of Works - 9:30 a.m. - City Administration Building

February 7 - President's Day

February 8 - City Council Meeting - 7:00 p.m. - City Administration Building

***February 10** - Ambassador Meeting - 7:30 a.m. - Chamber Office

***February 11** - Executive Meeting - 7:30 a.m. - Chamber Office

February 15 - Board of Works - 9:30 a.m. - City Administration Building

February 15 - School Board Meeting - 6:30 p.m. - EACS Administration Building

***February 16** - Board of Directors Meeting - 7:30 a.m. - Chamber Office

February 22 - City Council Meeting - 7:00 p.m. - City Administration Building

* Indicates a New Haven Chamber of Commerce sponsored event. For a complete Chamber Calendar click [here](#).

[Top of page](#)

New and Renewing Members

Welcome to our New Members!

J Ruble & Sons Truck Sales, Inc.

Becky Ruble

23834 Carrier Road, Suite 101

Monroeville, IN 46773

Phone: 260-623-6168

Fax: 260-623-3139

Web: www.jruble.com



We are J. Ruble and Sons Truck Sales - a used truck dealer based in Monroeville, Indiana that is family owned and has been serving niche markets for nearly 35 years. We specialize in finding big power trucks and tractors and, if necessary, offer the unique ability to customize that truck to your needs. We started off building grain trucks for our own farming needs and that expanded into dump trucks followed by long wheelbase trucks and wreckers and oil trucks and other specialty trucks. Our frame shop is one of the best in the country and it is the reason that most of the work done in the frame shop is for repeat customers. We build the trucks to meet your needs and to last for years to come. J. Ruble and Sons is a company that would like to be a long term supplier to you. Our abilities make us unique and quite rare. Please consider us for all of your truck and tractor needs. If we don't have it, we can find it.

Cline Transfer, Inc.

Herbert Scott

P.O. Box 768

Huntington, IN 46750

Phone: 260-356-8510

Fax: 260-356-5277

Jordan Agency

Kathy Jordan

517 Broadway Street

New Haven, IN 46774

Phone: 260-749-8416

Fax: 260-749-8938

Web: www.allstateagencies.com/kjordan



As of December 1st there was a new addition to the East Allen community. We would like to introduce Kathy Jordan, the new Allstate Insurance agent in New Haven. Jordan has 10 years of experience in the insurance industry, and is looking forward to being able to serve our residents. In 2008 the Jordan Allstate agency debuted in Huntington and Jordan is excited to announce the opening of the second location here in New Haven. She loves being an agent and being able to help her clients find the best protection for themselves and their families.

Family plays an important role in Jordan's personal life as well. She enjoys spending time with her husband, who is retired from the Army, and their two children.

The Jordan Allstate agency offers home, auto, and business insurance as well as financial services. Jordan is an active participant in the community and a member of the New Haven Chamber of Commerce. The office is open Monday through Friday from 9 a.m. to 5 p.m. with evening and weekend hours available by appointment. There are two full time financial advisors on staff to assist in creating long-term plans

to build and protect assets. You can call ahead for an appointment at 260-749-8416

The number one philosophy of the Jordan Allstate agency is that as a client: You are not just a number - You are our reason for being here.

Thank you to our renewing chamber partners in business

Werner's Garage
Springfield Enterprises, Inc.
Protective Coatings, Inc.
Promise Christian Store & Terry's Toys
Priority 1
PNC Bank
New Haven Pet Hospital
Jinnings Equipment LLC
Fritch Construction Company, Inc.
Fort Wayne Railroad Historical Society
Community Harvest Food Bank
1st Source Bank
Miltec Circuits
Rochyby Law Office

[Top of page](#)



The Connector Project

In partnership with IPFW, Leadership Fort Wayne and the Journal Gazette wants to know: Who should be on a list of 101 top "Connectors" in our area?

As noted in the January 9 Journal Gazette article, Who are the most influential in region? Help decide!,

Leadership Fort Wayne's Connector Project site offers the following details about the project:

"Nominate up to four individuals you see as a "go to" person in the Education, Business and Corporate, Faith-Based, Government, Civic, Arts, Social Service, Nonprofit and Small Business worlds of our community. Nominate people you see as successful at getting things done, due to their unique style and characteristics. Connectors are trusted and accountable Individuals. Connectors have a strong network and are willing to connect with others and connect others to one another.

Carefully consider the following questions as the basis for making your nomination selections. Indicate which sector of the community each nominee represents (Education, Business and Corporate, Faith-Based, Government, Civic, Arts, Social Service, Nonprofit and Small Business,) and include their contact information.

- **Who is innovative and brings big picture ideas to projects?**
- **Who has expertise or expert knowledge to turn great ideas into reality?**
- **Who has integrity, concern for the common good and the guts to help get things done?**

- **Who is effective at implementing and would roll up their sleeves to see a project through with you to the end?**
- **Who would you depend on to bring together and wisely coordinate resources to meet challenges?**
- **Who in your neighborhood or local community could you depend on to make the area the best in the Midwest?**
- **Who would you go to outside your own race, class, social circle, gender, religion or age group?"**

Go to the [Leadership Fort Wayne Connector Project](#) to complete a nomination form. Nominations will be accepted through Feb. 27.***

[Top of page](#)

In New Haven

Central Lutheran Spelling Bee

On Friday, January 7th, Central Lutheran School students, parents, and teachers gathered for friendly competition at their annual Spelling Bee. Fifth grade through eighth grade students competed for a chance to move on to the 57th annual Journal Gazette Spelling Bee at the IPFW Rhinehart Music Center Auer Auditorium on March 12th.

The benefits of spelling bees extend beyond language: Since children are required to spell words while on stage, children also develop self-confidence, communication and public speaking skills, and the ability to thrive under pressure.

C.L.S. 7th grader, Kenzie Salzbrenner won when she correctly spelled the word "incendiary." The word means of or containing chemicals that produce intensely hot fire when exploded. Maegan Morrolf, C.L.S. 6th grader won runner up.

[Top of page](#)

News from the New Haven Area Heritage Association *Wabash Train Depot Plan Coming to Fruition*

After having been given the deed to the Wabash Depot in 1988, we were excited to visualize the restoration of the building. Everyone did their best, but it was a very hard time for everyone financially and it just did not happen.



Many people were disappointed as well as ourselves. But here we are in the 21st century and we may see our restoration efforts materialize this year. In 1999, Terry McDonald, Mayor of New Haven, came to us and asked us to link up with them to apply for transportation grants from INDOT. We were happy when we received the news that our efforts were successful and we received the grant we needed to restore the depot. But you know how it is when the government provides money! It has to meet certain standards. You hurry up and wait!! That is what we have been doing for the past couple years.

Praying nothing else happens to slow down the progress, it looks like the appropriate people will be taking bids and hopefully we will break ground sometime in early summer of 2011.

When the depot is complete, it will again serve a transportation related use. It will

be a trailhead and destination for travellers on the New Haven to Fort Wayne Greenway Trail. We would be interested in your ideas for possible additional uses.

To find more information go to www.newhavenheritage.org.

[Top of page](#)

New Haven Mayor McDonald Appoints New Police Chief

January 21, 2011 Mayor Terry McDonald has announced that effective on that date at 4 p.m., Sgt. Steve Poiry would become the Chief of Police for the City of New Haven Police Department.

Mayor McDonald would like to thank Chief Mike Sweet for his service and dedication to the New Haven Police Department and the citizens of New Haven. Mike has served as Chief of Police since January 1, 2000, and will return to the patrol division as Sergeant, his last rank held. During Chief Sweet's tenure, the New Haven Police Department has seen much advancement in technology and services. Mayor McDonald noted especially the implementation of the Bicycle Patrol, Emergency Response Team, the Containment Team, and School Resource Officer. Chief Sweet oversaw the expansion of the department to a force of twenty and the increase of Emergency Call Center personnel. Mike was instrumental in the modernization of emergency communication to include the 800 MHz radio system, the renovation and upgrades to the dispatch center, in-car camera program, in-car computer program and many more innovations within the department. This leadership change is taking place as part of an organization overhaul within the New Haven Police Department.

There will be a transitional phase to allow Sgt. Sweet and Chief Poiry an opportunity to work together and bring the new Chief up to speed on issues within the department. Chief Poiry and Sgt. Sweet will work together during this transition for the benefit of the personnel and the department to make a seamless transition.

Chief Steve Poiry has been a police officer for the City of New Haven since 1990. As a member of the New Haven Police Department, Poiry has served in several areas of the department including Patrol Officer, Defensive Tactics Instructor, Detective and Patrol Sergeant. Chief Poiry is a graduate of Indiana University, at Fort Wayne with a degree in Criminal Justice. Chief Poiry also graduated from the Indiana Law Enforcement Academy. Chief Poiry is a member of the Indiana Association of Chiefs of Police.

Poiry was raised in New Haven and still lives here with his wife and three children.

[Top of page](#)



There's more to look forward to in the spring than May flowers.

This year's
**12th Annual U.S. Department of Energy
Small Business Conference & Expo**

is taking place in **Kansas City, Missouri,**

on **May 10-12, 2011,**

and we want to see you there.

Last year's conference attendance was an all-time high, and we want you to get in on the action. Register now by clicking [here](#) and take advantage of early bird registration before the discount expires.

As an attendee at The 12th Annual Small Business Conference & Expo you will have innumerable opportunities to build connections with business professionals, acquire valuable information from general sessions and educational workshops, and identify contract opportunities with prime contractors, government agencies, and large companies.

Have a product or service you'd really like to spotlight? As an exhibitor or sponsor, you can increase your visibility throughout the conference. As an exhibitor or sponsor, your company will appear on The 12th Annual Small Business Conference & Expo website, where over 30,000 potential clients, customers, and business partners will recognize you before, during, and after the conference. Additionally, your business' identity will be present throughout the venue and in the conference guide, further establishing your place in the minds of those potential networks.

This year, over 1,600 attendees will represent all levels of federal, state, and local government agencies, large/prime contractors, small businesses, Minority Serving Institutions, and more.

For more information, and to stay up-to-date on the conference and related news, visit the [2011 DOE Small Business Conference website](#) and like us on Facebook.

[Top of page](#)

Should a Telecommuter Get a Lower Salary?

As you consider letting members of your team telecommute or hiring new employees to work only on a virtual basis, it may seem that you could be able to offer them a lower salary. After all, they won't need to pay for transportation into the office, a business wardrobe and all those little expenses that go with working in an office, right?

Well, that's not necessarily the case - and if you try to offer a lower salary to a telecommuting employee, you may find that you have a hard time convincing them to take it. Telecommuters may not be paying for gas to drive into work, but they are paying to maintain an office in their homes, a cost you're likely to have gotten out of handling in your own office.

A Question of Benefits

For most telecommuters, the costs of being employed remain the same even if they are no longer coming into the office. That means a lower salary is out of the question - but that doesn't mean that your business won't be saving money.

With many telecommuters, you'll find that the draw on benefits is reduced. Where once an employee might not have felt well enough to drive into work, you'll likely find that - rather than taking a sick day - your telecommuting employees will work from their couch on days that they're feeling poorly. You'll likely find that your telecommuting employees take less personal time, especially if they have a little flexibility in the hours they need to work.

The cost of any in-office benefits, from stocking a coffee station to a public transportation benefit, pretty much disappear if your employees aren't coming into the office, as well. You may not be reducing how much you pay in terms of salaries, but with telecommuting, you're likely able to cut back on certain benefits without any problems.

The Need to Telecommute

If you don't offer a telecommuting program already, you may find some employees who have a driving need to work from home offering to take a pay cut, even where other employees would refuse. For such employees, the mindset is different - telecommuting is a perk or a benefit, making it worth giving up a little of their take home salary.

However, such situations are becoming more rare as more employees realize that

they can likely negotiate for the opportunity to telecommute based on the overall savings to an employer without offering to take a pay cut. When an employer has the chance to move to a small office, use less resources to simply have employees at work and so on, there's usually more than enough of an incentive that a pay cut simply isn't necessary. Run the numbers for your office - you may be surprised by what simply offering the option to telecommute can get you.

[Top of page](#)

What Healthcare Reform Means to Your Group Coverage

Taken from the PHP Health News, Winter 2011 edition

Now that the Affordable Care Act has passed, there will be changes to your health plan that affect you and your family. The Affordable Care Act requires health plans to comply with certain mandates and also provide important new benefits to employees. There is uncertainty about what choices employers will make over the next few years.

The "grandfathered" rule will provide flexibility to ensure that employers can make the choices that work best for them. The purpose of maintaining grandfathered status is to help employers keep existing health plans that are working for them.

The Affordable Care Act also added high-value preventive services to group health plans, including new services for women and children. High-quality preventive care helps Americans stay healthy, avoid or delay the onset of disease, lead productive lives, and reduce costs.

To read this entire article click [here](#).

To see and read more information on the Affordable Care Act click [here](#).

[Top of page](#)



Our Mission Statement

The New Haven Chamber of Commerce will provide services to its members and, through its strategic partnerships, be a leader in promoting economic development for the benefit of the greater New Haven community.

Board of Directors

Charles Hatten, Chairperson
Briljent LLC

Steve Harants
Miller & Harants Law

Darren Renier, Treasurer
Community Development Corporation

Larry Lash
Lash Auto Services, Inc.

Cindy Frederick, Past-Chair
1st Source Bank

Dan Hodges
Compass CPA Group

Tom Barfell
Do It Best Corp

Bob Nelson
Add Results LLD

Craig Dellinger
New Haven Print & Copy

Jeff Stephen
O'Neal Steel, Inc.

Vicki Shipp
Pre-Paid Legal

Kevin Walsh
Trinity Home Design Center

Sherri Berghoff
New Haven Care and Rehabilitation Center

Rob Young
CME Corporation

Denny Metzger
Talon Restoration and Cleaning

Advisory Panel

Chris Hissong
East Allen County Schools

Andi Udris
Ft. Wayne - Allen Co.
Econ. Development
Alliance

Marjorie Stephens
Better Business Bureau

Al Weimer
Grabill Bank

Brian Yoh
City of New Haven

Chris Baker
The Etica Group

Chamber Staff

Vince Buchanan
President/CEO
Representative

Sue Byrd
Member Services

Contact Information

435 Ann Street
P.O. Box 66
New Haven, IN 46774
Phone: 260-749-4484
Fax: 260-749-7900
Email: info@newhavenindiana.org
Web site: www.newhavenindiana.org

[Forward email](#)



This email was sent to mthena@newhavenindiana.org by info@newhavenindiana.org |
Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

New Haven Chamber of Commerce | 435 Ann Street | New Haven | IN | 46774