

New Haven Chamber of Commerce Newsletter The E-Connection



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

February 28, 2011

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**Circulation For
This Issue**

846

**Hot Deal &
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Member Spotlight

Ruhl Furniture and Flooring

John P. Pape

424 Broadway St
New Haven, IN 46774

Phone: 260-749-4717 **Ext.**

Fax: 260-749-9435

Web: www.Ruhlfurniture.com

In 1956 Paul Ruhl purchased the Rose Brother's Plymouth dealer and began Ruhl Furniture and Flooring. In 1991 John Pape, current owner bought the store. Pape said, "My father was in wholesale floor covering and knew Paul real well and did business with him. He knew Paul was talking about getting out of the business and that Paul was going to have a going out of business sale and then close the store. We thought that was a shame and decided we just couldn't let that happen so we bought it." In 2007 Pape bought a second store, the K.P. Hall Building on Broadway which was the original Blackwell's Grocery Store, and expanded Ruhl Furniture and Flooring.



Original Store

Ruhl
Furniture and
Flooring
carries a full
line of
furniture.

Log into your chamber member 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!

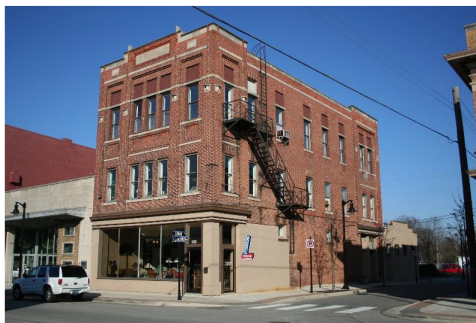
Offers From Chamber Members.

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



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

Posted By Member
Businesses of the:



K.P. Hall Building

They have every make and style available and ready to be seen in their spacious showrooms. This line of furniture also includes mattresses and bedding. To

compliment their furniture Ruhl Furniture and Flooring carries a wide variety of accessories to complete your decorating needs. Ruhl Furniture and Flooring has a variety of price ranges within their furniture offerings. Pape stated, "Right now we have a new mix of lines that has a broad range of price points. So we can reach the high end customer as well as the person just starting out".



For the rest of the story click [here](#).

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Upcoming Events

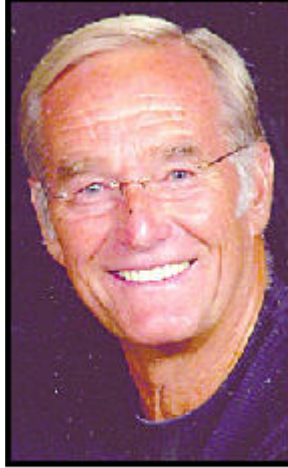
**Limited Tickets are available!
Don't miss out!**

A vibrant poster for a Mardi Gras celebration. The background is a gradient of purple and green. In the top left, the text 'New Haven Chamber of Commerce' is written in a yellow, bold, sans-serif font. The main title 'Mardi Gras Celebration' is written in a large, yellow, cursive font with a 3D effect. Below the title, the date 'March 8th, 2011' and time '6 to 9 p.m.' are listed in yellow. The venue 'Rack & Helen's Bar and Grill' and the price '\$20 per person' are also in yellow. A list of activities 'Cajun Food', 'Games', 'Music', and 'Prizes' is shown in yellow. At the bottom right, ticket information 'Tickets on sale at the New Haven Chamber of Commerce Office' and the phone number 'Call 749-4484' are in yellow. The poster features decorative elements including a colorful feathered mask in the bottom left, purple floral patterns, and colorful dotted lines.

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***The New Haven Chamber of Commerce
would like to express their
sympathies and condolences
to the Fritcha family***

**and
Fritcha Construction
on the passing of our good friend and business partner
Bill Fritcha.**



Fritcha

Fritcha Construction has been an active member of the New Haven Chamber of Commerce since 1988. In 2005 Fritcha Construction was awarded the Business of the Year by the Chamber. Bill's joyful manner and smiling face will be sorely missed.



"I'm not sleepin' I'm just dozin"

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Members In the News

National College (www.national-college.edu) named Kevin Smith of Fort Wayne as campus director of the new Fort Wayne campus. As campus director, Smith will serve as the college's chief academic and administrative officer, as well as National College's principal representative in the local community.

Smith has served in many leadership roles throughout his career including most recently as president for Total Fleet Service from 2002 to 2007. Prior to that, he

worked as vice president and general manager for Terex. He has taught graduate level courses in business administration at a local university for the last eleven years. He also has experience working as a chief financial officer and controller.

Smith is a certified public accountant and has Master of Business Administration from Saint Francis College. He has a bachelor's degree in accounting from Indiana University. He is a veteran of the United States Air Force and was awarded "Outstanding Airman" at Barksdale Air Force Base. He has written a book titled, "Managerial Accounting - Information for Decision Making."

"I am excited to see the new Fort Wayne campus grow and flourish under Kevin's leadership," said Greg Shields, regional director of operations for the Ohio and Indiana region. "His business experience and demonstrated leadership skills make him a perfect candidate for this position."

Thomas Hodson of Ford Meter Box Co. Inc., Mark Lewis of **Indiana Michigan Power** and Glenn Pushis of Steel Dynamics Inc. were elected to the Indiana Manufacturers Association board of directors for 2011.

The Olin B. and Desta Schwab Foundation announced four new members to its board of directors. They are Matt Bell, **Regional Chamber of Northeast Indiana**; Kathleen Randolph, WorkOne Northeast; Courtney Tritch, Northeast Indiana Fund; and William Zielke, **Frontier Communications**. In 2010, The Schwab Foundation provided \$263,000 in grants to organizations that help Northeast Indiana students choose careers.

Erin's House for Grieving Children announced new board of directors members for 2011: Shelly Meyer, Tower Bank; Diveeta Thompson, Wells Fargo; Bob Jesch, D.O. McComb & Sons; Steve Brody, retired, Lincoln Financial Group. Returning board members are: Jon Albright, community volunteer; Tina Bennett, Hallmark Home Mortgage; Carmen DeBruce, Lutheran Children's Hospital; Joe Doust, **Cap N' Cork**; Kim Grant, community volunteer; Paul Jamison, Jamison Meats; Mark Millett, Omni Source; Kris Foate, community volunteer; Jan Forbing, Lincoln Financial Group; Tim Frey, **PNC**; Doris Green, community volunteer; Jim Houhlihan, Houhlihan LLP; Norine Martin, community volunteer; Theresa Wagler, Steel Dynamics; Karrie Kitch, **PNC**; Carol Lindquist, **IPFW**; Tim Miller, **Do it Best Corp.**; Henry Najdeski, Barrett & McNagny LLP; and Shirley Woods, Euell Wilson Center. Honorary board members are Tracie Martin, **WANE-TV**; and Tom Trent, Rothberg, Logan & Warsco. The executive director is Debbie Meyer.

Brian Schneider joined **Dupont Hospital** as chief financial officer. Schneider most recently worked as a healthcare CFO for Crossroads Community Hospital in Mt. Vernon, Ill.

The Home Builders Association of Fort Wayne Inc. announced its 2011 board of directors. The executive officers are: president, Craig Yoder, Colonial Development Inc.; vice president, Jamie Lancia, **Lancia Homes**; treasurer, Charlie Giese, **Westport Homes of Fort Wayne Inc.**; secretary, Tamra Stier, Rockfield Realty Group; immediate past president, Jay Shipley, Bob Buescher Homes Inc. The board of directors are: James Bushey, Bushey's Windows, Doors and Sunrooms; Brad Cayot, Korte Does It All; Chad Delagrange, Colonial Homes Inc.; Gregory Gerbers, **The DeHayes Group**; Katrina Kay, **Upstate Alliance of Realtors**; Rodney Robrock, Hakes and Robrock Builders Inc.; James Morlan, Jozac Corp.; Matt Momper, Momper Insulation Inc.; Denny Kees, Quality Crafted Homes Inc.; Sam Schenkel, Sturges Development Group; and Jeff Washler, Washler Construction Inc. The association also presented Shipley with the 2010 Builder of the Year award and Chris Smith of Sears Commercial Sales with the 2010 Associate of the Year award.

HealthGrades, an independent health care ratings organization, named **Parkview Hospital** as a Distinguished Hospital for Clinical Excellence in 2011. The award places Parkview among the top 5 percent of hospitals nationwide for clinical performance.

William C. Weber and Associates Inc. won the contract to provide employee assistance program services for Peoples Federal Savings Bank.

Fifth Third Bank was named the No. 1 small-business lender by the U.S. Small Business Administration.

Parkview Hospital was presented with the American Heart Association/ American Stroke Association's Get With The Guidelines - Stroke Gold Performance Achievement Award. The award recognizes Parkview Hospital's commitment and success in implementing a higher standard of stroke care by ensuring stroke patients receive treatment according to nationally accepted standards and recommendations.

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Commercial & Industrial Custom Electric Incentive Program

Northern Indiana Public Service Co. announced the availability of its new Commercial and Industrial Custom Electric Incentive Program, designed to offer financial incentives to qualifying large commercial, industrial, non-profit, governmental and institutional customers for the completion of cost-effective energy projects involving the installation of new, high-efficiency equipment or systems. For information, call 855-812-9085 or go to www.nipsco.com/saveenergy.

This new program is designed to offer financial incentives to qualifying large Commercial, Industrial, Non-Profit, Government and Institutional customers for the completion of cost-effective energy projects involving the installation of new, high-efficiency equipment or systems.

NIPSCO has partnered with Franklin Energy Services, LLC, an industry leader, specializing in the implementation of energy efficiency and renewable energy programs for utilities and states, to administer the program

What type of projects qualify?

Under the new program, Commercial and Industrial customers planning to upgrade or invest in a new energy efficiency project(s) will receive a rebate based on the amount of kilowatt hours (kWh) estimated to be saved by the installation of the new equipment or systems.

Projects, which are designed by the customer, may consist of retrofitting or replacing existing electric systems, including lighting, HVAC, compressed air, refrigeration, food service, motors, data center and IT systems and other projects resulting in incremental electrical energy savings. New facility construction or major renovation may also qualify for incentives.

Who Qualifies

- Any business or non-profit organization served under NIPSCO electric demand tariffs 823, 824, 825, 826, 832, 833, 836, 844, 845, 847.
- Do not begin the project until approved. Project approval is required before incentive eligibility will be granted.
- Submitting the Request for Approval Application does not guarantee an incentive will be approved.
- Incentives are based on electricity reductions in kWh through qualified efficiency improvements at a rate of \$.06/kWh for lighting projects and \$0.09/kWh for other projects.
- Energy reductions must be documented with auditable calculations.
- Simple payback without incentive must be one (1) year or greater.
- This incentive application form is valid from January 20, 2011 to December 31, 2011.
- Complete Terms and Conditions may be found on the application form.

For more information click [here](#).

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Calendar

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

March 7 - Park Board Meeting - 7:00 p.m. - City Administration Building

March 8 - New Alliance Meeting - 7:30 a.m. - EACS Administration Building

***March 8** - Mardi Gras Celebration - 6:00 - 9:00 p.m. - Rack & Helen's Bar & Grill

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

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

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

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

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

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

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

March 28 - Park board Meeting - 7:00 p.m. - City Administration Building

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

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New and Renewing Members

Welcome to our New Members!

Thank you to our renewing chamber partners in business

Al Gratz Body & Paint Shop, Inc.

Roy Allison

Frontier Communications

Grabill Woodworking Specialties

MartinRiley Architects & Engineers

Power House youth Center Inc.

Pre-Paid Legal Services, Inc.

Psychological Service Associates, Inc.
Dan Purvis
Roberts Shoes
The Odd Fellows' Cemetery of New Haven
Wayne-Vaughn Equipment Co., Inc.

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In New Haven

Mayor Announces 2010 Census Figures and Growth in New Haven

Mayor Terry McDonald would like to thank the citizens and volunteers who helped with the 2010 census. New Haven gained 2,388 new residents since the 2000 census which totaled 12,406. The 2010 census figures show New Haven's new population to be 14,794.

"While many communities in Indiana have lost residents, we are fortunate to have grown", Mayor McDonald said. "These numbers truly demonstrate that New Haven is a hometown community growing for tomorrow. By working together, we can do so much more to promote our community and continue to make our city a better place to live and raise our families."

New Haven Planning & Economic Development Director Brian Yoh stated, "The census figures are helpful in many ways. The numbers are used to help determine representation in Congress and the Statehouse. Census data not only helps to align council districts for equalization, it is also important for New Haven to receive our fair share of county Economic Development Tax, which is distributed by population."

Developers also look at the census data, for such things as population, number of households, median household income, and much more. This data is used in helping site locators and their clients determine where to locate commercial development and other types of investment.

While our population increased, it is also important to look at age categories. Of the 2,388 number, 1,718 are older than 18 and 670 are younger than 18. It is important for our school corporation to realize the importance of the "younger than 18" category. Taking into consideration all of the incorporated communities of East Allen County Schools, only New Haven and Leo-Cedarville saw an increase in the under 18 category, with Leo-Cedarville seeing an increase of 248 people under the age of 18. While this information is just a quick snapshot of the population growth, Mayor McDonald believes that New Haven's growth in the "younger than 18" category is noteworthy and should be taken into account in determining educational opportunities and space considerations.

McDonald added, "Youth members from the Mayor's Youth Advisory were instrumental in promoting the 2010 Census project in our area. I'm proud that these teens took a very active role in promoting the census as this will impact them as they enter the workforce and begin raising their own families."

All in all, the 2010 census was a great success for New Haven and again the Mayor would like to thank everyone who mailed in their information or took the time to speak with a census worker. He would also like to thank the citizens of all ages who helped to get the word out about the importance of the census, and especially to the Mayor's Youth Advisory Council who helped to spearhead the New Haven effort.

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School News

Meeting With Dr. Green, EACS Superintendent

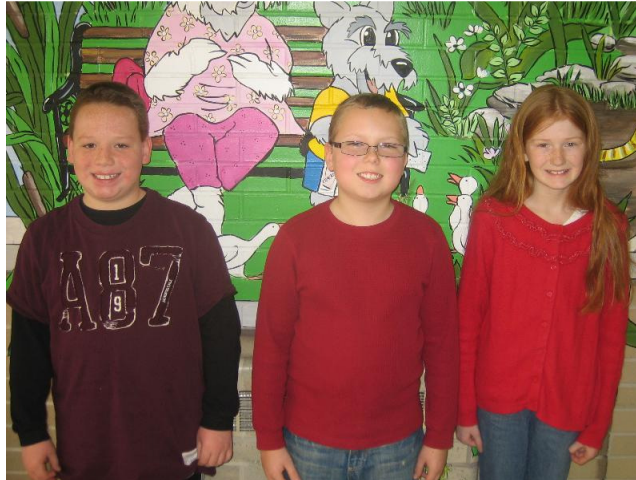
Why: The purpose of the meeting will be to get information and questions answered.

When: March 2nd 6:00pm

Where: New Haven Elementary Gym

Highland Terrace Elementary Spelling Bee Winners

Congratulations to Jackson Parrish who won first place in our annual Spelling Bee! He will represent Highland Terrace at the Regional Spelling Bee. The winning word was "bombastic." Congratulations to Bailey Hunter and Blake Worman who tied for second place!



SCHOOL CHOICE TRANSFER FORM

School Choice Transfer forms are available at each school building from February 1 - March 15, 2011. Students must already be attending an EACS school and must have the form completed and turned in by the March 15th deadline. All applications will be reviewed by the district office and a decision will be determined. Parents will be notified via US Postal Mail of the decision. If denied, students will remain enrolled at their original school. To access a form click [here](#).

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**American
Red Cross**

Blood Drive in New Haven

The American Red Cross will have a blood drive March 7th from 2-7pm at the **New Haven United Methodist Church**. Please call 800-733-2767 for an appointment or just drop in during the scheduled hours.

For more information and/or instructions to the location click [here](#).

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Charter School Bill Clears House Despite Teachers' Protests

Bill # and Title: HB 1002 - Charter Schools

Authors: Speaker Brian Bosma (R-Indianapolis), Rep. Bob Behning (R-Indianapolis) and Rep. Mary Ann Sullivan (D-Indianapolis)

Summary: Allows private universities and mayors of second-class cities to serve as charter school authorizers. Creates the Indiana Charter School Board to serve as a statewide authorizer. (Continues authorizing authority for state universities and the Indianapolis mayor.) Makes unused and underutilized public school facilities available for charter school use. Eliminates limits on charter schools approved by the Indianapolis mayor and on virtual charter schools. Increases funding for virtual charter schools from 80% of average state tuition support to 90%. Cancels interest payments on loans from the state that charter schools have acquired as the result of delayed tuition payments. Makes additional changes.

Status: House members filed 63 amendments for second reading - all but one filed by Democrats. Twenty-eight of the amendments were called for a vote and 10 were approved. Among those approved were requirements for: 1) charter schools to hold a hearing with the local district and others when a student is expelled; 2) the Department of Education to establish a web site with copies of charter school proposals and contracts; 3) charter schools to spend at 60% of their funds on classroom expenses; 4) charter school transportation funds to cover only students living in the local district; and 5) severance packages at all public schools to not exceed an amount equal to one year's salary. Other passed amendments were largely technical and/or duplicative of existing law. On Tuesday, the House voted 59-37 to approve the amended bill, which now heads to the Senate for further consideration.

**Resource: Derek Redelman
Indiana Chamber of Commerce**

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2011 Indiana Chamber Legislative Reception and Dinner March 16, 2011 05:00 PM The Westin Indianapolis - Indianapolis

Don't miss the finest get-together of Indiana business executives and legislators of the year! The 2011 Legislative Reception and Dinner will give you the opportunity to interact with many of the state's business leaders, legislators and local officials at the premier gathering of the legislative season!

Reception: 5:00 p.m.

Dinner: 7:00 p.m.

We are also pleased to announce political consultant and pollster Frank Luntz as the featured speaker at the legislative dinner!

Sponsorships are available for this important evening. For additional information, contact Jim Wagner at jwagner@indianachamber.com.

Investment:

- Reception/dinner: \$149/ticket
- Reception only: \$95/ticket
- Table of (8) for dinner (includes [8] reception tickets): \$995

For more information click [here](#).

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New Executive Director for Indiana INTERNnet Internship Program

The state's leading resource for connecting Hoosier students with in-state employers for internship opportunities has a new executive director.

Indiana INTERNnet announced today the arrival of Janet Boston; she most recently was the director of marketing/director of regional services for the Arts Council of Indianapolis. Boston has a bachelor's degree in business from Indiana University and an MBA from Butler University.

Boston brings extensive management, communications, marketing, planning and fundraising skills to the executive director position, according to Indiana Chamber President Kevin Brinegar. The Indiana Chamber has managed the Indiana INTERNnet program, which is funded by a grant from Lilly Endowment, since January 2006.

"In particular, we believe Janet's track record of leadership and relationship-building in the community, non-profit and corporate worlds are ideal for working with the various interests involved in Indiana INTERNNet - be it the students, businesses or universities."

For more information click [here](#).

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Create a Decision Journal

by [Art Petty](#)

Note from Art: *Your decisions define you as a leader and a manager, yet we spend very little time in our busy lives finding ways to improve our abilities in this area. This Management Excellence Toolkit Series will help you recognize the challenges and pitfalls of individual and group decision-making and offer ideas on improving performance for you and your co-workers.*

Consider:

"Every decision is a risk-taking judgment." -Peter Drucker

"Making decisions is the most important job of any executive. It's also the toughest and the riskiest." -Hammond, Keeney and Raifa in HBR, The Hidden Traps in Decision Making.

How many decisions do you make in a typical week? If you're like most managers, the answer is: "a bunch."

Many of our decisions are fairly straightforward. We have policies, procedures and precedent, and the decisions are effectively programmed. No sweat, limited risk and in fact, it's easy to train others to make these decisions. **It's when we move outside of the programmed decisions that things get interesting.**

Given both the import of decision making on your career, your firm and even your life, it's important to build decision-making muscle by scrutinizing your processes, your practices and your outcomes. A great place to start is to follow in the footsteps of Da Vinci, Franklin, Jefferson and Drucker (just to name a few) and start a Decision Journal.

Start the Process of Improving Your Decision Making Muscle by Creating a Decision Journal:

At Least 12 Items to Capture in Your Decision Journal:

1. Decisions that are more strategic in nature, including hiring, promotions, project choices, investments, competitive moves and anything beyond the programmed level described above.

2. A clear statement of the issue and circumstances surrounding the issue. A common mistake for individuals and teams occurs in how the issue is framed, and we will want to revisit the statement and circumstances down the road when outcomes become clear.
 3. The perceived risks you assessed as part of the decision making process.
 4. The information you referenced to support the process.
 5. The individuals (and your relationship to them) you called upon for input.
 6. The individuals involved in directly making the decision and their opinions.
 7. Emotional factors and other pressures (e.g. time) swirling around the issue.
 8. The decision choices and how you evaluated them, including your assumptions.
 9. A description of the planned process for moving from decision to implementation.
 10. The expected outcome of the decision. What will determine success or failure?
 11. How you will monitor the results of the decision.
 12. When you expect to reasonably be able to assess the outcome.
- And don't forget to leave a big space for results.

The Bottom-Line for Now:

This might seem like hard work. Well, it is, and there's some time involved in both recording the information above and importantly, looping back to describe outcomes and assess what you did right or wrong. However, if making good decisions is as important as I described it above (and it is!), how can you afford to not take the time?

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

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Ruhl Furniture and Flooring cont'd

As their name implies they also carry a full line of flooring products: carpet, ceramic, hard wood, wood laminates, and vinyl flooring. Not only do they install flooring they also clean carpets. They use the Host System out of Racine, Wisconsin. It is a dry carpet cleaning system. Pape had this to say about the Host System, "We love it and I haven't met a customer yet that has tried the Host System and would even think of going back to the steam system."

Ruhl also carries custom blinds. Pape said "If it is a blind we do it; minis, pleated, honeycomb."

Ruhl Furniture and Flooring recently began a new website. They also have begun using Facebook and will soon use Twitter. He shared that Ruhl Furniture and Flooring recently had their first Groupon. "The internet is an amazing way to advertise," said Pape. "We have had people see pictures on Facebook and call the store to inquire on pricing. In fact we are actually going to pull out of the phone book; we are going to focus on the internet. People with the smart phones just google it".



Ruhl Furniture and Flooring has been a member of the New Haven Chamber of Commerce since 1993. In fact in 2009 they were awarded Business of the Year at the Chamber's Annual Dinner. Pape shared that the biggest benefit Ruhl Furniture and Flooring has received by being a member has been getting to meet and talk to other business people. He said, "It is



John Pape, Owner

another way of marketing of course, bouncing ideas off each other. Also, some of the promotions that the chamber puts together, it's a great way to market".

If you get a chance, visit their showrooms where Ruhl Furniture and Flooring is making friends one customer at a time.

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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

<p>Marjorie Stephens Better Business Bureau</p> <p>Brian Yoh City of New Haven</p> <p>Chamber Staff Vince Buchanan President/CEO Representative</p>	<p>Alliance</p> <p>Al Weimer Grabill Bank</p> <p>Chris Baker The Etica Group</p> <p>Sue Byrd Member Services</p>
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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

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