

New Haven Chamber of Commerce Newsletter The E-Connection



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

May 23, 2011

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Circulation For This Issue

865

**Hot Deal &
Job Posting**

Member Spotlight

Briljent

7615 W. Jefferson Blvd.
Fort Wayne, IN 46804

Phone: (260)247-9448

Fax: 260-247-9330

Web: www.briljent.com



Briljent was founded in 1998 by an entrepreneurial woman who desired to bring operational improvements to various organizations through focused training and communication programs. With a handful of employees, Kathy Carrier left her Fortune 500 job, and started a small, woman-owned training company now known as Briljent, LLC, headquartered in Fort Wayne, Indiana. Through hard work, and consistently exceeding customer expectations, the company developed a reputation of being ethical, innovative, and responsive.

Carrier's grandparents were immigrants from Czechoslovakia and Briljent is the Czech word for "brilliant". As I interviewed Laura Dwire, Senior Vice President I discovered that the name is an accurate description of what this company is all about.

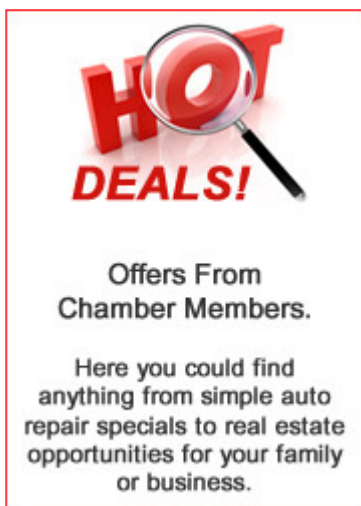
Dwire started working at Briljent 6 months after the company began. Dwire has more than twenty-five years of professional experience. She has a Masters Degree in Organizational Leadership and a

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:



Bachelor of Science degree in Management. With experience in manufacturing, operations, and management, she is a worthy compliment to Carrier's experience with services. The past eight years with Briljent have found Dwire



Laura Dwire

focusing on building client relations, business development, and managing key projects.

Briljent's commercial clients came to include such companies as WellPoint, Walgreens and Eli Lilly. However, Briljent faced challenges in growth after the 9/11 tragedy and subsequent economic downturn. Therefore, Ms. Carrier quickly adapted her business model and began offering new services and solutions. During this time, Briljent found a niche supporting healthcare oriented operations, including insurance companies, healthcare systems, and pharmaceutical companies.

In 2002, Briljent began adding government clients to their portfolio. Initially, the focus was on the State of Indiana, and over the last several years, has been able to support many of the Indiana State Agencies with innovative solutions, including the Department of Health, Department of Education, Department of Homeland Security, and Department of Corrections.



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

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Our Sponsors



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**The New Haven Chamber of Commerce's
16th Annual Golf Classic**
Wednesday, June 15, 2011
Whispering Creek Golf Club
T-off at 8:00 a.m. SHARP

\$80 per person/\$320 per Team of four
Format - 4-person best ball

Sponsorship Opportunities

Gold Level Sponsor- 1 Team, 4 signs (one on the front nine, one on the back nine, one at the putting green, and one at the food tent), Mention in all printed materials, and mention at the luncheon. Only 10 are available. (\$1,000)

Tee Sponsor - Signage only (\$200)

Social Hole Sponsor Only 10 are available. (\$500) *Host a company party on the course! Up to 3 representatives of your company can meet the golfers as they play through, adding to the fun atmosphere of the event. Companies looking to sponsor Social Holes are expected to work with the Golf Outing Committee to ensure the enjoyability of the event and protect the integrity of the golf course*

Catered Lunch Sponsor - Signage at Registration and Tent (\$500)

Beer & Pop Sponsor - Signage on Beverage Cart - Only 2 are available (\$500)
Breakfast Sponsor - Signage at Registration and Tent (\$250)
Marquee Item Raffle Sponsor - Signage at Registration and "at the turn" (\$300)
To sign up for a team or a sponsorship opportunity contact Charlie Hatten at 415-3182.

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Members In the News

PHP's Brian Steiner qualifies for Golden Eagle Award

The Leading Producers Round Table (LPRT) of the National Association of Health Underwriters is proud to announce that Brian Steiner of PHP has qualified to receive the association's prestigious Golden Eagle Award. The Golden Eagle Award is the highest recognition bestowed upon an individual who has demonstrated professional excellence in the sale of health and disability income insurance.

Nemcomed, which is expanding its facility in Fort Wayne has selected the **CME Corporation**, a Fort Wayne design builder and general contractor and a New Haven Chamber of Commerce member, to design and construct the new facility. Nemcomed will add 14,000 square feet of manufacturing space to its existing facility.

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The Chamber Welcomes The Cellular Connection

On April 15 The Cellular Connection located at 326 SR 930 West (the old Hollywood Video) held a Grand Opening and Ribbon Cutting. The event was covered by live radio and food, prizes, and special discount offers were distributed.

With over 400 stores, The Cellular Connection is the Midwest's largest exclusive Verizon Premium Wireless Retailer and Preferred DISH Network satellite provider. They strive to be the best choice for your mobile technology needs and are committed to providing the best customer experience in wireless.





From left to right:

Back Row: Rachel Villanueva (Account Manager, Verizon Wireless), Kelly Jackson (VP North District, The Cellular Connection), Terry McDonald (Mayor, New Haven, IN), Chris Baker (The Etica Group, Ambassador for The Chamber of Commerce)

Front Row: Nichole Anderson (Regional Manager, NE Indiana), Amanda Murdock-Loshe (Regional Assistant, NE Indiana), Danielle Iovino (Store Manager, The Cellular Connection New Haven), Vince Buchanan (President/CEO New Haven Chamber of Commerce)

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Calendar

May 24 - City Council - 7:00 p.m. - City Administration Building

June 6 - Park Board - 7:00 p.m. - City Administration Building

June 7 - Board of Works - 9:30 a.m. - City Administration Building

June 7 - 11 - Canal Days

***June 9** - Ambassador Meeting - 7:30 a.m. - Chamber Office

June 9 - Heritage Association - 7:00 p.m. - 1913 Building, Old City Hall

***June 10** - Executive Meeting - 7:30 a.m. - Chamber Office

June 14 - City Council - 7:00 p.m. - City Administration Building

***June 15** - Annual Golf Outing

* 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!

AMO Office Supply

Lisa Bower

200 E. Main Street, Suite 580

Fort Wayne, IN 46802

Phone: 260-467-2227

Fax: 260-426-1213

Web: www.goamo.com



AMO Office Supply is a family owned & operated company headquartered in Fort Wayne, Indiana. What started out as O'Reilly Office Supply Company, a small local Fort Wayne office supply company in 1923, has transformed into a multimillion dollar company with thousands of nationwide businesses counting on AMO for all their office supply needs. Whether you were a customer in 1923 or a present customer almost 100 years later, you can always count on AMO!

Monroeville Truck Equipment

John Webster

23842 Carrier Road

Monroeville, IN 46773

Phone: 260-623-3300

Northern Apex Corp./API Alliance, Inc.

Mike Gigli

14220 Plank Street

Fort Wayne, IN 46818

Phone: 260-637-2739 **Ext.** 123

Fax: 260-637-5370

Web: www.northernapex.com



The Northern Apex-RFID team consists of forward thinking engineers and support staff with years of experience in auto identification - RFID applications, manufacturing (including **WIP - JIT - KANBAN**) and electromechanical assemblies. Our team is heavily involved in project development, follow through and **field proven integration**. We listen to our clients and come up with a solution that will best suits their needs.

We also take a phased approach to many of our projects, which means less up-front investment by our clients and a quicker understanding of the technology and application needs by both. Your project is completed through the use of our innovative engineering and production - and then assembled by our expert team.

Our RFID integrated solutions are supported by standard products including Handheld Devices, Tag Packaging, and Software Applications. Our ability to customize the solution using these standard products to meet your specific needs is the Apex Integration Advantage. Northern Apex's staff prides itself on its vast industry wide knowledge and integration capabilities!

Thank you to our renewing chamber partners in business

**Werling Body Shop
New Haven Bakery
Dave Johnston/Calhoun Properties
Trelleborg Sealing Solutions Fort Wayne
O'Neal Steel, Inc.
NIPSCO
New Haven Rich's Café
Indiana Michigan Power
Hodges Promotional Products
Current Mechanical Inc.
Beverly Nursery, Inc.**

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OSHA Compliance 2011
One-Day Comprehensive Update
Offered by Fred Pryor Seminars

It's not enough to think you're in compliance.

It's a situation all too common: you assume you're in compliance with OSHA, but during a routine inspection, you are shocked at the number of violations you've racked up (and the hefty fines your organization will have to pay).

Attend this seminar - packed with timely, relevant information - and take the guesswork out of OSHA compliance. You'll discover the smart solutions, quick fixes, and preventative measures that will help you maintain a safe working environment and bring your organization up to OSHA's stringent safety standards.

August 2
Cost - \$179.00
Marriott Hotel
305 E. Washington Center Road
Fort Wayne IN

Express enrollment available at <http://events.pryor.com/258095>
Call - 1-800-556-2998

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**New Haven Lions Club
Frank Swartzwelder Memorial
Annual Golf Outing**

Saturday June 25, 2011
Whispering Creek Golf Club
\$70.00 a person/\$280.00 four man team

**Proceeds To Benefit
Havenhurst Park
Girls Softball Leagues**

- Registration and Breakfast: 7:30 a.m.
- Florida Scramble with shotgun start: 8:00 a.m.
- Dinner, Drinks, and Prizes
- Putting Contest/ 50-50/ Drawing/ Skins/ Mulligans

Please make checks payable to:
New Haven Lions Club

581 Kirkmore Drive, New Haven, IN 46774

For more information or to register a team contact: Lion Bob Hudson 438-1957

If you are unable to attend this event, but would like to make a contribution, please mail to the address above.

To learn more about the New Haven Lions Club visit their web page: <http://e-clubhouse.org/sites/NewHavenIN>

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The Indianapolis Motor Speedway Selected New Haven as one of its Top 10 Finalists in its Statewide Contest

The Indianapolis Motor Speedway selected its top 10 finalists and the **City of New Haven** was selected as one of the top 10 communities in the statewide contest as it celebrates the Indianapolis 500 Mile Race which marks its 100th anniversary this year.

Mayor Terry McDonald said, "Since March, our committee has worked very hard on this 'Back Home Again in Indiana Decoration Program', and for the next seven (7) days, the public will have a chance to vote for their favorite community, so we're asking for everyone's continued support."

Executive Assistant and committee member Deb-Anne Smith added, "We are so excited by the tremendous amount of spirit and support from residents in the community by getting involved and decorating the city, sharing personal

autographed collections, personal stories, coming out to the parade and car show, and helping us on facebook. Now, we need your votes."

Committee member and local business owner, Craig Dellinger said, "It's exciting to see so many businesses decorate for this contest during this historic time in Indy racing." The final phase of this statewide contest is public voting. We are now asking the public to vote for New Haven by visiting www.tinyurl.com/newhaven500."

Each email address can vote once a day - please bookmark this address and vote every day through May 24.

It only takes seconds to vote and we really need to your support. We would also like people to continue to visit and "LIKE" our site at www.facebook.com/newhaven500.

The Indianapolis Motor Speedway will announce the winning community on Tuesday, May 24th. The winner will be determined on the percentage of votes and the celebrity judging panel's choice.

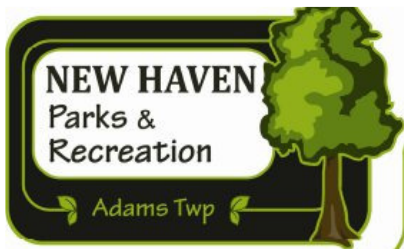
New Haven Parks Director Mike Clendenen said, "If New Haven is selected the winner of this contest, winning proceeds will go toward the renovations at Schnelker Veterans' Memorial Park.

For more information, contact Deb-Anne Smith at the New Haven Mayor's Office at 748-7072.

Visit www.tinyurl.com/newhaven500 and **VOTE FOR NEW HAVEN RIGHT NOW.**

Videos, photos and other information are also available at www.newhaven500.com

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New Haven · Adams Twp Parks and Recreation Board

1125 Hartzell Street · New Haven, Indiana 46774

Phone: 260/749-2212 · Fax: 260/493-6382

Contact: Anna Gurney
Tel. 260.749.2212
Email: agurney@newhavenin.org

For Immediate Release

New Haven Parks and Recreation hires a new Nature Programs Coordinator

New Haven, IN, May 6, 2011. New Have Parks and Recreation is proud to announce that it has hired Jodi Leamon as the Nature Program Coordinator for the Department. Jodi will work primarily out of the Nature Center, located in Moser Park, 601 Main Street, New Haven. Interpretive walks, educational classes, and building positive relationships with the school community will be her primary responsibilities.

“We are extremely excited to have Jodi on board at the Parks. She brings a wealth of experience and I believe she will grow the program area tremendously,” says Anna Gurney, Recreation Director for New Haven Parks and Recreation. “We would also like the community to know that Jodi is available to do programming for groups and is available for field trips and is happy to work with teachers to come into classrooms to do specialized presentations.”

The tentative opening date for the Nature Center will be May 28th and will be open for the season through the fall.

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Free Online Course - Online Advertising & Search Engine Marketing

Connect your business with consumers searching online

Consumers are increasingly turning to online resources to find trustworthy businesses. It's vital that your business participate and diversify your online marketing efforts.

Google Adwords Certified and Online Marketing experts will address:

- Search Engine marketing on Google, Yahoo, and Facebook.
- Putting On-Site advertising to work for you
- Do-it-Yourself ad campaigns
- Using third party ad management companies
- Making the most of your advertising budget.

This online course is free to BBB Accredited Businesses. Learn ways to enhance and promote your business!

[Register for the Online Course Today](#)

You can also register by phone or email:

Cindy Midling | BBB Administration
cindy@neindianabbb.org
260-918-2064

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'Empowered' Workers More Productive, Research Shows

Employees with decision-making ability, training, management support seem to have higher morale

FRIDAY, April 22 (HealthDay News)

Workers who feel empowered by their employers are more productive and have higher morale, a review of existing research finds. The findings cut across industries, jobs, gender and cultures, according to the study, which was released online in advance of publication in an upcoming print issue of the *Journal of Applied Psychology*.

"Empowerment is an effective approach for improving employee attitudes and work behaviors in a broad range of industries, occupations and geographic regions," lead researcher Scott Seibert, professor of management and organizations at University of Iowa's Tippie College of Business, said in a university news release.

Workplaces that properly promote empowerment can boost job satisfaction while reducing turnover and stress among workers, Seibert noted.

The researchers came to their conclusions after reviewing more than 140 studies of "psychological empowerment" at the workplace.

According to the findings, factors that play a role in effective empowerment initiatives include: giving employees decision-making ability and having decentralized authority; good pay; valuing and recognizing the contributions of employees; support from managers; training opportunities; inspirational managers; and challenging work assignments.

"Managers in these studies reported that empowered workers were more innovative and more willing to take the initiative to solve problems on their own," Seibert said. "Employees said they were more engaged in their work when empowered, that they felt like they had an influence and an impact on the business around them."

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Briljent cont'd

Given the tremendous success, Briljent was able to have working with State Government Agencies; Briljent soon set sights on offering solutions to the federal

government. To support that, Ms. Carrier pursued a two-year mission of nights and weekends to secure her 8(a) certification, which was successfully obtained in June 2004. Armed with this new credential, Briljent landed a small contract with the IRS and conducted work for Wright-Patterson Air Force Base. Additionally, with the focus and success Briljent was having in Healthcare oriented operations, in both the private sector and the state government sector, they began to pursue opportunities in the U.S. Department of Health and Human Services. After meeting with the CMS Small Business Specialist, the plan was to find mentors, land subcontract work and conduct marketing efforts. Through mentorship from larger companies, and great support from the Small Business Advocate's office, the Centers for Medicare & Medicaid Services (CMS) became a primary target for Briljent's federal pursuits.

Briljent is a full-scale consulting business. They can come in and run a project. They have the expertise to be the project manager for any IT implementation, focus groups, surveys, and any variety of training situations. They have a bench of 215 staff members and with the help of their brilliant Chief Talent Officer, they can ramp up to staff projects with additional resources as well. Briljent's strength lies in bringing the right people and skills to the right project. They employ people within a wide variety of skills including technical writers, instructional designers, project managers, editors, graphic designers, and an array of IT professionals. They also believe in working with universities to provide students experiential learning activities that complement their educational pursuits.

"We have something unique", stated Dwire. "We live by a culture of our non-negotiable items." The NNIs are:

To whom much is given much is required

Learning leaders
Impeccable integrity
Purposely positive
Never, never, never give up
Deal with it

"Using these items," Dwire continued, "Our goal is to provide talented employees to staff our clients' projects and help them succeed. We believe in strong, long-term and win-win relationships. We also have learned that communication, communication and communication is the key to the success of our projects."

In the future Briljent expects to reinvent itself again in some "brilliant" way. Dwire stated, "You have to reinvent yourself every once in a while, especially in this market and in this area. We'll broaden more across states and expand globally. In the Federal area we expect to grow and expand into other Federal departments such as the Department of Defense; that would be more world wide."

A member of the New Haven Chamber of Commerce since 2009, Briljent has benefitted through name recognition and connections in the community. Dwire said, "We would love more opportunity in the Fort Wayne and New Haven area. Call us we are very honest and ethical."



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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.

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CME Corporation

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Chris Hissong
East Allen County Schools

Andi Udris
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