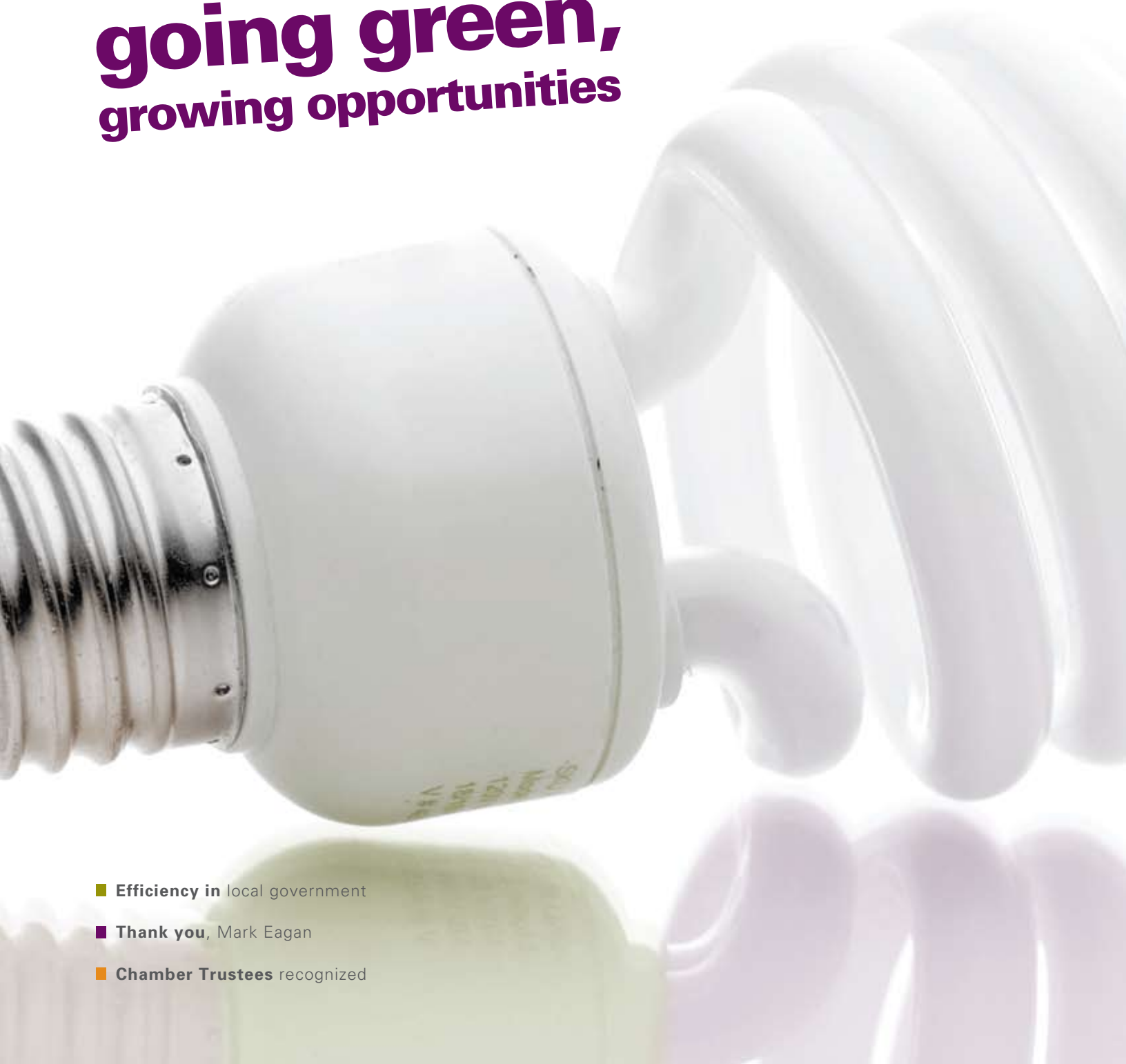


the chamber@ WORK

a publication of The Chamber of Commerce of St. Joseph County • fall 2008 • vol 2 • no 4

going green, growing opportunities



- **Efficiency in** local government
- **Thank you,** Mark Eagan
- **Chamber Trustees** recognized



Life is constantly
changing.

Your need for
**good health
insurance
is not.**

©2008 PHPNI, Inc.

Now Introducing Indigo Individual™ health insurance for individuals and families

At PHP, we offer high quality healthcare coverage for businesses and individuals. Whether you are a business owner providing benefits for your employees, or an individual looking for personal health insurance for yourself and your family, PHP is right for you.

Now everyone can enjoy the benefits of PHP! To find out how we can help you keep your employees and business healthy, or to protect your family financially should you become ill, call us at (260) 432-6690 or 1-800-982-6257.

www.phpni.com



Works for Northern Indiana

8101 West Jefferson Blvd.
Fort Wayne, IN 46804

member investor milestone anniversaries

the chamber@ WORK

a publication of The Chamber of Commerce of St. Joseph County fall 2008 • vol 2 • no 4

35 YEARS

- Forum Architects, LLC

30 YEARS

- University Park Mall

25 YEARS

- Baker & Daniels
- Communitywide Federal Credit Union
- Gene's Camera Store
- JCPenney, University Park Mall
- Knollwood Country Club
- Quality Dining
- Regency Place of South Bend

20 YEARS

- HRP Construction
- Marikol Marketing Services
- Williamsburg on the Lake

15 YEARS

- WVPE Public Radio

10 YEARS

- Beverly Living Center
- Grossnickle Eye Center

5 YEARS

- Alick's Home Medical
- AMPRO
- Armstrong & Reist
- Derby Photography
- Hampton Inn of Mishawaka
- Hooters Restaurant
- Inova Federal Credit Union
- Michiana Truck Center
- Norwalk Furniture & Design
- Notre Dame Sports Properties

1 YEAR

- CenterPoint Energy
- Chick-fil-A at Erskine Commons
- Element 31 Marketing
- Family Justice Center of St. Joseph County
- Flakt Woods Group
- Hilton Garden Inn
- Hoosier Lottery
- Humana Market Point
- Interspace Airport Advertising
- Lake Michigan Mailers
- Panera Bread-Mishawaka
- Panera Bread-South Bend
- Ruth's Chris Steak House
- ThyssenKrupp Materials
- Uzelac & Associates
- Where's WeJo? Productions
- YWCA of St. Joseph County

cover story

- 12 **going green, growing opportunities**
A dialogue on sustainability

features

- 9 **efficiency in local government**
Voters' voices needed in November elections
- 10 **south bend foreign trade zone**
Advantages for importers/exporters
- 15 **business expo after hours**
The largest event to-date a huge success
- 16 **a farewell message**
Chamber President Mark Eagan reflects
- 17 **chamber trustees**
Leading Chamber members recognized

departments

- 3 **membership milestone anniversaries**
- 5 **chairman's perspective**
Thank you, Mark Eagan
- 6 **quick hits**
- 11 **past present**
Junior Achievement of Michiana
- 11 **past present**
River Park Furniture
- 18 **insights**
What do you think should be the top priority of the next U.S. President and Congress?
- 19 **events calendar**
- 20 **member news**
- 21 **economic indicators**
- 22 **new member investors**



■ **Chairman of the Board**
Gregory S. Downes
Gibson Insurance Group

■ **Interim President**
Paul R. Laskowski, CCE
574.234.0051, ext. 313
plaskowski@sjchamber.org

■ **Editor**
Erin Heldstab
574.234.0051, ext. 274
eheldstab@sjchamber.org

■ **News Releases**
Erin Heldstab
574.289.0358 (fax)
eheldstab@sjchamber.org

■ **Chair-Elect**
Paul J. Cafiero
AM General

■ **Executive Editor**
Shari Carroll
574.234.0051, ext. 311
scarroll@sjchamber.org

■ **Designer**
Ben Murray-Dates
574.234.0051, ext. 342
bmurray@sjchamber.org

■ **Advertising & Membership**
Sheri Miller
574.234.0051, ext. 312
smiller@sjchamber.org

The Chamber@Work is published quarterly by The Chamber of Commerce of St. Joseph County, 401 E. Colfax Ave., Suite 310, South Bend, IN 46617. Not all opinions expressed in this publication necessarily reflect the views of The Chamber. *The Chamber@Work* is circulated to 3,500 Chamber member contacts.

Introducing...

FREE BUSINESS *Benefit* CHECKING

Horizon introduces a Free Business Checking account that's worth shouting about!

It's loaded with **benefits!**

400 FREE CHECKS AND DEPOSITS EACH MONTH¹

- FREE debit card
- FREE online banking and bill pay²
- FREE courier service
- FREE merchant processing review
- FREE employee benefit consultation
- FREE deposit tickets³
- FREE trial of imaging services
- Discounted cash management services⁴
- FREE business credit card⁵
- FREE Employee Advantage Program

Visit your local Horizon Bank or call
1-888-873-2640 to open your
FREE BUSINESS *Benefit* CHECKING!



Member FDIC

EXCEPTIONAL SERVICE • SENSIBLE ADVICE®

1. 400 free items (\$5.00 per additional item) 2. First 15 bill payments per month free; \$3.50 each additional 3. First 200 deposit tickets
4. ACH/Cash management services only \$19.95/month — includes 100 free originations; \$25 each additional 5. Must qualify. Free with one purchase per year

THE BUSINESS OF GOING green

11 . 13 . 08

KEYNOTE & PANEL DISCUSSION

Thursday, November 13

7:30 – 10:30 a.m.

Marriott Hotel Ballroom,
Downtown South Bend

COST

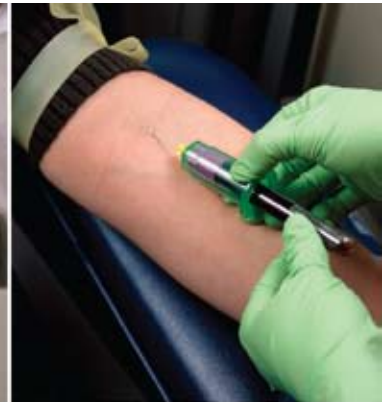
\$35 Chamber members

\$60 Non Chamber members

REGISTER

www.sjchamber.org/events

574.234.0051, x274



Saint Joseph Regional Medical Center Occupational Health Network

S. Rob Joneja, MD and our Occupational Health staff believe that safety and primary prevention are essential in maintaining the health, productivity and quality of life of your company's workforce.

Our Services

- Pre-Placement Exams
- Drug Screens & Alcohol Testing
- Medical Surveillance Exams
- PERF Physicals for Police & Firefighters
- Audiometric Testing
- Respirator Fitness Exams
- Pulmonary Function Testing
- Permanent Partial Impairment Exams
- Executive Physicals
- Fitness Testing
- Acute Injury Care
- X-Ray
- More

here. For the Employers and Employees of Michiana



SAINT JOSEPH

Occupational Health
Network

270 E. Day Rd. • Ste. 270
Mishawaka, IN 46545

NEW Elm Road Office
60101 Bodnar Blvd • Ste. 200
Mishawaka, IN 46544

For more
information call:

(574) 247-5657

thank you, Mark Eagan



My phone didn't stop ringing following the announcement that Mark Eagan was moving to the Albany-Colonie Regional Chamber of Commerce in New York. Most called to extend their well wishes and reflect on Mark's impact over the past decade.

Now it's my turn.

Mark Eagan is a true visionary. He's someone who can't turn his mind off. He's always thinking...wondering...asking questions. What if? Why not?

When he first came to our Chamber in February 1998, some may have questioned the decision to hire some 32-year-old chamber hot shot from the Boston area to lead our Chamber and community. He definitely didn't sound like he was from around here, so how effective would he be in reaching out and working with our community?

The answer: Very effective.

Mark consistently challenged our Chamber and community to deliver on its potential. His fresh approach, collaborative leadership style and management expertise were winning combinations.

Upon his arrival, he helped The Chamber get refocused as a member service and

business advocacy organization. We've launched numerous new member benefits and programs during his tenure. He's run The Chamber like a business, guided by a solid strategic plan. He's motivating and inspiring – attracting strong volunteer leadership and an outstanding staff. He's a collaborator and reached out to other possible partners to cultivate increased economic opportunities. He mobilized support to establish the U.S. 31 Coalition for an interstate-quality highway, built working partnerships with other chambers to set regional legislative agendas and most recently, he helped form the Community Coalition for School Boards to ensure a strong pipeline of school board candidates for our area public schools. Mark was a catalyst in moving forward initiatives like intercity visits to other cities to explore best practices, the Young Professionals Network to help develop, connect and empower young professionals and the Business Growth Initiative to help businesses expand and reinvest in the community.

Much of Mark's work was behind the scenes, whether working with business leaders, government officials or community groups to help solve a problem or advance a project.

Ten years later, Mark's vision and leadership have come to fruition. Your Chamber is a solid business leadership and economic growth

organization and is focused on issues and opportunities that will impact our region's long-term economic prospects. Financially, Mark has left The Chamber in great shape, along with a talented staff who will perform without a glitch in the interim.

To aid in the search for a new Chamber president and CEO, an eight-person search committee has been formed and a national executive search firm, Waverly Partners, LLC, has been retained. We anticipate having the position filled by the end of the year. Chamber Vice President Paul Laskowski, CCE, will serve as interim president until a successor is in place.

With that said, let me assure you that The Chamber board and staff will make this transition as seamless as possible. The fact that Mark has left our Chamber in such good standing – one of the top three chambers in its size category for 2006 and 2007 – bodes well for us as we seek to attract another highly qualified individual to lead us into the next decade. ■

Gregory S. Downes
Chairman of the Board

save on all
office supplies.

Office DEPOT.
Taking Care of Business | exclusive to Chamber Members

for more visit: www.sjchamber.org/benefits/officesupply.htm or call: 574.234.0051, x315

your chamber initiatives at work

▼ YPN Networking

Young professionals who attended July's **YPN Networking in Action** event learned and practiced valuable skills for successful networking, including ice breakers, introductions and elevator speeches. The event was sponsored by Lexus of Mishawaka and Palais Royale.



◀ Congrats

Chamber Interim President Paul Laskowski has earned the Certified Chamber Executive (CCE) designation by the American Chamber of

Commerce Executives (ACCE). The CCE is the only national certification for chamber professionals. He was one of 22 chamber executives who earned the CCE designation during the August ACCE Annual Convention in Pittsburgh, Pa. Congratulations Paul!



◀ Welcome

The Chamber welcomes **Jennifer Sautter** to its staff as administrative assistant for the areas of membership and marketing. In this newly created part-

time position, Jennifer will assist with membership inquiries, retention efforts and event registration, among other duties. She can be reached by phone at 574.234.0051, x233 or jsautter@sjchamber.org. Welcome Jennifer!



◀ DC FLY-IN

The second annual **Northern Indiana DC Fly-In** sent a delegation of 30 people, including business and community leaders from five northern Indiana chambers, to Washington, D.C., to meet with federal officials about issues impacting the region's future economic growth and prosperity. Immigration, transportation, health care and energy were some of the topics discussed by the delegation with senators Evan Bayh and Richard Lugar, as well as representatives Joe Donnelly, Mark Souder and Pete Visclosky.



Dean Voelker



Janice Hildabridle



Jerry Frost

▲ **Kudos**

The Chamber recognizes **Dean Voelker of Edward Jones, Janice Hildabridle of Northwestern Mutual Financial Network and Jerry Frost of Frost Engineering** for their accomplishments as Chamber Ambassador of the Month in June, July and August, respectively. Each month ambassadors reach out to fellow Chamber members to reinforce the benefits of Chamber membership and help answer any questions. Thank you to the Mishawaka Wal Mart Supercenter for sponsoring the ambassador program.



◀ **Meeting the Mayors**
The **Young Professionals Network Civic Engagement Work Team**

has begun conducting quarterly roundtable discussions with Mishawaka Mayor Jeff Rea and South Bend Mayor Steve Luecke in an

effort to open the communication lines between city government and the young professional (YP) demographic. During the latest roundtable held in Mishawaka, 22 YPs heard a brief presentation from Mayor Rea and then had time to discuss issues, provide input and ask questions.



◀ **Marketing Seminar**

In August, marketing expert and best-selling author Tony Rubleski presented "**Mind Capture: How You Can Stand Out in the Age of Advertising Deficit Disorder.**" The event gave attendees tips on how to capture customers' attention and create effective marketing campaigns. Thanks to 1st Source Bank for sponsoring the event.



Visiting Conventions/Events

Please join the **Convention and Visitors Bureau (CVB)** and the **South Bend Regional Sports Commission** in welcoming visitors attending these upcoming conventions and events:


OCTOBER

- **October 5-7**
Mercedes-Benz Club of America Lake Michigan Tour
- **October 6-9**
Indiana Metropolitan Planning Organization State Conference
- **October 9-12**
GFWC Great Lakes Regional Conference
- **October 9-12**
Zeta Phi Beta Sorority, Inc. Great Lakes Regional Conference
- **October 11-16**
Indiana Association of Cities and Towns Annual State Conference
- **October 14-15**
Hybrid Truck Users Forum (HTUF) National Conference
- **October 21-23**
Bluegreen Corporation Owners Party
- **October 22-24**
Christian Educators Association Annual Regional Conference

NOVEMBER

- **November 1**
College football - Notre Dame vs. Pittsburgh
- **November 22**
College football - Notre Dame vs. Syracuse





BUILDING A WELL-OILED MACHINE:

transforming an economy through
a technology-based workforce

How does a community build a "well-oiled" manufacturing machine? What are the main issues facing our local manufacturing executives? How do we help resolve those issues and support manufacturing businesses in our community?

On Friday, October 17 from 7:30 - 10:00 a.m., at the South Bend Civic Theatre, The Chamber will begin to discuss this very process through a series of presentations and a panel discussion. This initial manufacturing summit will examine what is necessary in building today's employee in the ever-changing, globally driven, high-technology world of advanced manufacturing. We will take a closer look at specific skills that will be required for the future of our area. The summit will focus on tomorrow's opportunities and how our community

has evolved. The importance of working collaboratively and how to do it effectively in order to build a world-class manufacturing workforce will be discussed.

Presenting at the summit will be Carol D'Amico, president and CEO of Conexus, Indiana; Joe Loughrey, president and CEO of Cummins Engine; Bob Dunn, director of the Midwest Institute for Nanoelectronics Discovery (MIND); and Pat McMahon, executive director of Project Future. There will be an interactive panel discussion to address your questions and tough issues.

Cost to attend is \$30 and includes a continental breakfast. To register, call The Chamber at 574.234.0051, x274, e-mail events@sjchamber.org or online at www.sjchamber.org/events. ■

FRIDAY, OCTOBER 17

SOUTH BEND CIVIC THEATRE

7:30-10:00 A.M.

event sponsors

Apprentice Academy | F&F Machine Specialties | General Sheet
Metal Works | Ivy Tech Community College | PJAM - Precision
Jobs For America's Manufacturing | Schafer Gear Works



streamlining local government for efficiency

Your Chamber urges residents of Penn and Portage townships to vote to eliminate their individual township assessor in the November 4 election. The issue at hand is not “good” or “bad” township assessors; it is the lack of equal and fair assessment practices. This is just one of the initiatives supported by MySmartGov.org.

MySmartGov.org is an organization that has been formed to enact the recommendations made by the Indiana Commission on Local Government Reform and is now working to educate the public in 43 Indiana townships about the upcoming vote.

Last year, the Indiana Commission on Local Government Reform was established to provide recommendations for a more efficient and effective local government structure. Under the leadership of its chairs, former Governor Joe Kernan and Indiana Supreme Court Chief Justice Randall Shepard, the Commission released its report of 27 recommendations on December 11, 2007.

Among the recommendations is the proposal to eliminate township governments and have one elected county chief executive who would appoint county officials now elected such as the sheriff, assessor and auditor. The Chamber’s Board of Directors voted to advocate this legislation soon after the recommendations were released, recognizing that one county executive provides a focal point of executive authority that leads to more efficient delivery of services for county residents.

Under the current structure, there are 119 elected officials in 33 local government units per county – totaling nearly 11,000 statewide. The recommendations would cut the number of elected officials in Indiana to about 5,100. According to Kernan, this would

make “county government more efficient, easier to understand and more accountable to taxpayers.”

The 2008 General Assembly adopted some of the Kernan-Shepard recommendations, including moving the responsibility to assess property in 965 of the state’s 1,008 townships from township assessors to county assessors. However, voters of the state’s 43 largest townships will be asked on the November 4 ballot whether they wish to maintain two layers of government with assessing responsibilities. This includes Penn and Portage townships in St. Joseph County.

Following the November 4 election, MySmartGov.org will continue to encourage Hoosiers to push their lawmakers to pass the other recommendations from the Kernan-Shepard Report into law during the 2009 legislative session.

Organizations around the state have signed on to support this work, including the Indiana Chamber of Commerce, the Indiana Association of Realtors, the Central Indiana Corporate Partnership and The Chamber of Commerce of St. Joseph County. To help identify speaking opportunities in the community for representatives of MySmartGov.org, contact Paul Laskowski at 574.234.0051, x313 or e-mail plaskowski@sjchamber.org. For more information, log on to www.MySmartGov.org. ■



South Bend foreign TRADE ZONE

offering importers/exporters advantages

For a decade, the Michiana World Trade Council (MWTC), a program of The Chamber, has promoted and fostered global trade within the Michiana community. It provides information, networking opportunities, related services and more to individuals and businesses involved in international business or interested in becoming involved. The MWTC presents the following information to help you manage your global business concerns.

Did you know that South Bend is designated as a foreign trade zone? A foreign trade zone, or FTZ, is a geographic location inside the boundaries of the United States that, for U.S. customs' duty purposes, does not yet exist. It basically means that it is a tax-free business environment that offers cost savings and convenience to businesses. It can be used for imports, exports and commingling of domestic products.

Through an FTZ, businesses may delay or reduce their duty payments and avoid customs entry procedures. U.S. duty, applicable internal revenue taxes, quota restrictions and bonding do not apply to goods held in the FTZ.

Companies may bring imported merchandise into South Bend's FTZ facilities with no tariff payments associated. Goods may then be warehoused, repackaged, assembled, processed, exhibited or manipulated in some fashion. You can store merchandise in the "zone" warehouse

until the goods are sold. Assembling, processing and manufacturing may occur in the "zone" at a cost savings. In addition, processed or manipulated goods may qualify for lower duty freight charges. Imported goods qualify for the "Made in the USA" label if value added in the FTZ is substantial.

Only when the goods move out of the FTZ for consumption is duty payment required.

K.A.K., LLC is the operator of the primary, active South Bend FTZ facility – South Bend FTZ #125, located at 1507 S. Olive Street, comprised of 355,000 square feet of warehousing space situated on 21 acres.

To learn more, visit the following Web sites: www.naftz.org, www.kakllc.com, or call K.A.K. at 574.232.9357. Kenneth Kancuzewski of K.A.K. is the South Bend FTZ managing member. ■

past present

A look back to a company's beginnings and where they are today.

shaping future leaders



A lot happened in 1919. The signing of the Treaty of Versailles formally ended World War I, Babe Ruth hit a Major League record 29 home runs and Einstein's theory of

general relativity was tested and confirmed. 1919 was also the year Junior Achievement (JA) was founded in Massachusetts by a group of businessmen who wanted to help prepare young students for the world of business.

Over the years, the group's original mission "to work for the general advancement of boys' and girls' activities" has gone above and beyond. Today, JA Worldwide is the world's largest organization dedicated to educating K-12 students about workforce readiness, entrepreneurship and financial literacy through experiential, hands-on programs. JA relies heavily on volunteers from businesses and community organizations who present prepared materials to classrooms.

Locally, the Michiana Chapter of JA has worked hard to be part of the overall success story of JA Worldwide. The current JA of Michiana was formed in 2004 when JA of Berrien and Cass counties in Michigan took on the additional area of St. Joseph, Marshall and most of LaPorte counties in Indiana, which had been associated with the Indianapolis Chapter.

Each year, JA of Michiana continues to grow and expand its reach. "Last year, over 300 professionals and community leaders volunteered in 361 classrooms at 57 schools around the region, reaching out to 8,397 students," said Sue Young, program director of JA of Michiana. "Nearly 2,600 of those students were from Indiana counties – over double the participation in 2006," she said.

Looking ahead, JA hopes to continue this pattern of success. "JA is a partnership between the education and business communities," said newly appointed JA of Michiana President Nick Dalton. "It's a way for local businesses to make an impact on the education of today's youth and tomorrow's community leaders." ■

Junior Achievement of Michiana

2907 Division Street, Suite 112
St. Joseph, MI 49085
269.983.7579
<http://michiana.ja.org>
Chamber member since 2004

past present

A look back to a company's beginnings and where they are today.

a family tradition for 63 years

Like any new college graduate, John Bognar had big dreams following his graduation from the University of Notre Dame with an accounting degree in 1932. His next step was to become a Certified Public Accountant (CPA) which required previous work experience prior to taking the exam. To get that experience, he did part-time bookkeeping for a local furniture store.

Along the way, Bognar's plans changed and he set out to start a furniture store of his own in 1945. The store was called River Park Furniture and first opened in a small space in the back of a dry-cleaning store on Mishawaka Avenue in the River Park neighborhood of South Bend. In the beginning, Bognar bought and sold damaged/used furniture. By the mid '50s, the business had grown, a new location across the street was built at 2910 Mishawaka Avenue, and Bognar began selling "new" furniture.

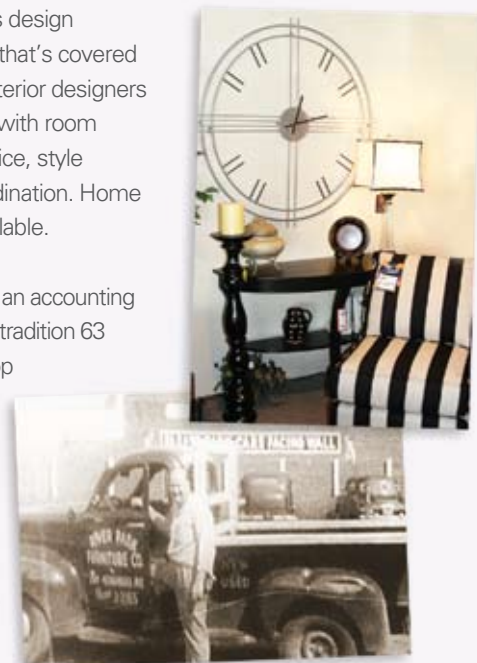
While a lot has changed over the years, including a few additions to the original store and the styles of furniture now sitting in its 24,000 square-foot showroom, River Park Furniture is still family-owned. In 1976, Bognar's son, John, and son-in-law, Rudy Leutzinger, took over operations in order to continue the tradition of top-notch customer service and a strong knowledge of the furniture industry. When customers enter the store, they get a sense of a comfortable family atmosphere with no pressure.

The store offers a full line of bedroom, dining room, living room and home office furniture from over 20 manufacturers. If it's design consultation you need, that's covered too. They have three interior designers on staff that can assist with room arrangement, color choice, style selection or fabric coordination. Home consultation is also available.

From the big dreams of an accounting graduate came a family tradition 63 years in the making. Stop by the store this fall for their Great Fall Furniture Sale and experience it for yourself! ■

River Park Furniture

2910 Mishawaka Avenue
South Bend, IN 46615
574.289.5581
www.riverparkfurniture.net
Chamber member since 1978





going green, growing opportunities

A dialogue on sustainability

Is going green merely a marketing catchphrase? A passing trend? An overreaction to the price of fuel?

To some, perhaps. Others, perhaps not.

Is going green a business strategy? An opportunity to meet customer demands? A practice to protect the environment?

To some, perhaps. Others, perhaps not.

The definition of

“green” is a sustainably managed business. It’s the ability to measure current carbon emission levels (what is known as a carbon footprint) and practices that have been taken to facilitate a carbon reduction to as close to neutral as possible. Sustainability is adapting attitudes and practices that are ecologically friendly, economically sound and socially responsible.

There IS a business case for going green – an avenue of opportunity.

According to Derek Smith, author, businessman and environmental consultant, there are two ways to look at the business case for going green. “One is the likely impact of ignoring the environmental business market – or assuming it doesn’t exist or won’t last – in which case there has to be a marketing judgment about the potential loss of both existing and future business if that judgment is incorrect,” said Smith. “The second evaluation is about deciding whether the business trends are toward environmentally responsible companies. If a company decides that THIS is the future, then clearly strategizing for a company profile that fits the emerging market is pure business sense.”

Adopting green strategies in your business makes solid, economic sense. By integrating environmental criteria into decision-making, businesses can become more competitive while being environmentally friendly at the same time.

For businesses, going green represents an opportunity – an opportunity for creation and innovation, investment into emerging technologies and cost savings. It’s a way to increase your customer base, attract a different kind of workforce and provide a healthy and safe work environment for your employees.

“It’s business judgment about future trends that determine the worth of demonstrating environmental responsibility. If there’s a general consensus that there’s an existence, a future market, which I call the ‘Environmental Business Market,’ then the business benefits of going green are almost as clear as the business disadvantages of not moving down that path,” said Smith.

“We believe that being environmentally conscious makes good business sense,” said James Hillman, president and CEO of Mossberg & Company, a nationally recognized printer located in South Bend. “Now more than ever, our customers tell us they want us to use environmentally friendly materials whenever possible, and we respond accordingly.”

If sustainability practices can benefit an organization and offer opportunities to them, why aren’t more companies truly incorporating green initiatives into their business plans?

“I think the biggest challenge to businesses is the fear factor,” said Leroy Troyer, chairman of The Troyer Group. Troyer has been incorporating green practices into his design and architectural business since the early 1970s. “Most businesses just really don’t know. They are not informed.” He suggests that organizations conduct an environmental audit and identify where to gain the best return.

“I think the business community is guardedly cautious, largely because the Midwest as a whole is one of the last regions in the country to become familiar with sustainability business practices,” said Mike Keen, professor of sociology and director for the newly established Center for a Sustainable Future at IU South Bend.

In fact, the state of Indiana ranked a miserable 49th by *Forbes* magazine in its ‘America’s Greenest States’ special issue. However, Keen also points out that business leaders are quite receptive to responsible, relevant and informative ideas about sustainability.

According to Keen, any business, large or small, can implement some very basic practices that realize solid results. “Some basic solutions include reviewing business energy and resource usage and looking for ways to reduce, reuse and/or recycle as much as possible. The best approach is to start one step at a time. No one can do everything, but everyone can do something,” said Keen.

“A good start is to change out all light bulbs to CFLs (compact fluorescent lamps). Review summer cooling and winter heating temperatures. Use low-flow toilets and water fixtures. And, finally, establish recycling programs.” As pointed out earlier, green is good but only if it makes sense to your business. “Every business is different, and only those who have a vested interest in it and work for it can readily determine what opportunities exist and which are feasible, i.e. environmentally friendly, economically sound and socially responsible. For example, if it’s environmentally friendly but is going to break the bank, then that option is not feasible nor is it sustainable. It must be a ‘win-win’ combination,” said Keen.

Smith points out that for small businesses, one of the significant advantages is that



Cont. on next page ►

going green, cont.

sustainability may come at a much lower cost. "Federal and state legislation about clean air and water are (and have been for years) already practiced, and as a consequence, many companies have no choice but to effectively handle major issues in an environmentally responsive way. In many countries these rules simply don't exist," said Smith. "Attention to the use of energy, raw materials and waste recovery are some of the key areas that small businesses should look at. Very often, changing habits with regard to energy (in the form of lights, computers, etc.) are very helpful in saving costs. These exercises have real potential cost benefits as well as environmental value," he said.

Troyer points out that businesses can follow some very basic practices to be more green and even realize cost savings in six months to a year. An example of this is duplexing your documents when you make copies of multiple-page documents. It means less paper, less waste and cost savings.



"We need to have the mindset of our grandparents, where conserving was the norm, as opposed to now where we are like kids in a candy store," said Troyer.

"Mossberg & Company has been a part of this community since 1930, and we take our position as an area leader very seriously," said Hillman. "We believe helping the environment helps our customers, helps us and helps the community as a whole."

Mossberg has gone through a certification process to use papers that have been harvested from sustainable, responsibly-managed forests in an environmentally friendly way and properly handled from the time they're harvested through the entire printing process. In addition, more than

70 percent of their press solvents are reused due to a specially designed solvent recovery system.

According to Hillman, the solvent recovery system has literally saved the company (and their customers) thousands of dollars since its inception in 2005.

Hillman thinks that frequent communication with all employees about a company's green initiatives is critical for acceptance and participation. "We've found that our people really have a passion for doing the right thing and want to help with these important efforts."

The Chamber serves as a catalyst for growth and economic prosperity. Adopting green practices into your business strategy makes good sense. We continue the dialogue and will provide you with more information as we present a program this fall to delve into the topic further. Join us Thursday, November 13 from 7:30 to 10:30 a.m. at the Marriott Hotel in downtown South Bend for *The Business of Going Green*, featuring a breakfast and keynote by Derek Smith followed by a panel discussion of diverse businesses and educators. See ad on page 4. ■

energy-saving tips for businesses

Improve your business' bottom line by taking the following steps to make your office more energy-efficient.

LIGHTING

- Where practical, replace incandescent lamps with compact fluorescent lamps (CFLs). Ensure you install compatible dimming technology if CFLs are used along with a dimming system.
- When fluorescent T-12 lamps burn out, consider retrofitting fixtures with T-8 lamps and changing from magnetic ballast to electronic.
- Replace incandescent "EXIT" signs with LED signs. LEDs use about one-tenth the wattage and last 50 times longer than incandescent-lamp signs.
- Install lighting occupancy sensors that automatically turn lights on or off, depending on occupancy.

HEATING AND COOLING / TEMPERATURE CONTROL

- When replacing air conditioning units of five tons or greater, purchase units with a high-energy efficiency ratio (EER) of 10.5 or more to reduce operating costs for the life of the unit.
- Install variable speed drives (VSDs) on large motor loads, where appropriate, to further reduce energy usage.

- Use outside air and water side-economizers for "free cooling" when outside air temperatures and conditions permit - during the spring and fall.
- During summer months, adjusting your thermostat setting up one degree can save two to three percent on cooling costs.
- Install programmable thermostats that automatically adjust temperature settings based on the time of day and day of the week.

OFFICE EQUIPMENT

- To conserve energy and reduce internal heat gain, turn off computers, monitors, printers and copiers during nonbusiness hours.
- To save energy during periods of inactivity, ensure that the built-in power management system for your office equipment is active.
- According to E-Source, using a laptop computer instead of a desktop system can save 80-90 percent in electrical cost.
- Install plug load controllers in cubicles to control multiple loads like monitors, task lights and fans. Inactive equipment can be shut down when the cubicle is unoccupied.

Source: *Energy-saving tips for businesses*. SRPnet.com

business EXPO *after hours*

huge success

Thank you to everyone who sponsored, exhibited at and attended this year's Business Expo After Hours. The 6th annual Business Expo was the largest to-date with over 1,500 businesspeople in attendance and 152 exhibiting companies. New to the event this year was The Chamber's Networking Lounge located just off the main convention hall. The Lounge provided attendees with a quiet place for more in-depth networking or to discuss a prospective business deal. As in previous years, the Business Expo also featured food from area restaurants and live music provided by the jazz trio *organissimo*. The networking event of the year proved once again to

be the place for brand building, visibility, contacts and referrals. We hope you'll join us again next year when we bring you Business Expo 2009! We would like to thank the following partners for this year's Business Expo: Presenting Sponsor - Lake Michigan Mailers; Event Sponsors - 1st Source Bank, Business Furnishings, IOI Payroll Services, Select Health Network; Media Partners - WSBT 960AM, Sunny 101.5, *South Bend Tribune*; Entertainment Sponsor - RSM McGladrey; Door Prize Sponsor - National City Bank; Bag Sponsor - Saint Joseph Regional Medical Center. ■



Presenting Sponsor



Event Sponsors





it's been an honor...

When I look back over the past 10-1/2 years that I have lived and worked in this community, I feel so blessed.

The personal and professional growth that I have experienced has been extremely gratifying. I'm not sure in what other career I could have had such diverse experiences. The range and quality of people I've worked with, the importance of the initiatives worked on and the sense of accomplishment derived from meeting business and community challenges have been most rewarding.

Since the announcement of my family's move to Albany, N.Y., I've often been asked what I'm most proud of during my tenure. The more I think about the question, the longer my list grows.

I am proud to have been part of an organization that is focused, visible, results-oriented and a change agent; speaks loudly, clearly and regularly on behalf of its membership; is a catalyst and trusted convener for community progress and prosperity; provides relevant programs, services and resources to help members; has top-notch business leaders on its board and throughout its membership; recognizes the value of collaboration and public-private partnerships to get things done; leverages the talents and resources of member businesses to create an environment for growth and success; thinks of the future of the county in context of the greater region; and has a track record of influence and impact.

Thanks to each of you for your continued commitment to The Chamber. My gratitude to the eight all-stars who served as chairman of the board during my tenure. Their leadership, counsel and support enabled me, The Chamber and our community to reach to new heights.

The Chamber is truly a team effort, and I could not have asked for a better group of colleagues to be on my team. Your Chamber has a talented, driven and dedicated professional staff. I am so proud of them. They made coming to the office a joy.

South Bend/Mishawaka will always hold a special place in my family's heart. My wife, Kristine, and I arrived as a couple but depart as a family with two native Hoosiers. This will always be Ryan and Jenna's hometown.

It has been an honor to work on your behalf. I look forward to watching The Chamber utilize its capacity to ensure that the region seizes every future economic opportunity.

My best,

A handwritten signature in black ink that reads "Mark N. Eagan".

Mark N. Eagan, CCE

platinum trustees



The Chamber takes this opportunity to thank all of our Trustees for their continued investment. Trustees are committed businesses and organizations that take a leadership role in The Chamber's efforts to accelerate business growth and advance economic prosperity in the community. Their support opens opportunities for The Chamber to foster initiatives and programs that fuel community building. On behalf of The Chamber, we recognize this dedication and leadership.



Gregory S. Downes
Chairman of the Board

gold trustees

- Baker & Daniels
- Barnes & Thornburg
- Honeywell
- I/N Tek-I/N Kote
- Indiana Michigan Power
- Lake City Bank
- Madison Center
- Martin's Super Markets
- NIPSCO
- Old National Bank
- South Bend Medical Foundation
- TRANSPO/South Bend Public Transportation Corporation

silver trustees

- AJ Wright
- Anthony Travel
- Bank of America
- Bayer HealthCare
- Bethel College
- Big C Lumber
- Bowne South Bend Manufacturing
- Burkhart Advertising
- Cardinal Nursing and Rehabilitation
- CB Richard Ellis / Bradley
- Chase
- Comcast
- Communitywide Federal Credit Union
- Daman Products Company
- Family & Children's Center
- Federal Mogul South Bend
- Fifth Third Bank
- First State Bank
- Fox 28 WSJV-TV
- Gates Automotive
- General Sheet Metal Works
- Gibson Insurance Group
- GramTel
- Grubb & Ellis/Cressy & Everett
- Gurley Leep GM Giant
- The Healy Group
- Holladay Properties
- Horizon Bank
- Hubbell - RACO
- Imagineering Enterprises, Inc.
- Indiana Toll Road
- Indiana University South Bend
- IOI / Interlogic Outsourcing, Inc.
- Ivy Tech Community College - North Central
- Janco Composites
- JMS Plastics
- Jordan Automotive Group
- Koontz-Wagner Electric Co.
- Kruggel, Lawton & Company
- Kuert Concrete
- Lawson-Fisher Associates
- Liberty Mutual Insurance Group
- Lock Joint Tube LLC
- Majority Builders
- Marriott Hotel South Bend
- May Oberfell Lorber
- Meijer
- Metzger Mancini & Lackner CPAs
- Mossberg & Company
- Nyloncraft
- Pathfinders Advertising & Marketing Group
- PEI-Genesis
- Physicians Health Plan
- Praxair Distribution
- Press Ganey Associates
- Robert Bosch, LLC
- RSM McGladrey
- Saint Mary's College
- South Bend Chocolate Company
- South Bend Clinic
- South Bend Regional Airport
- Stanz Foodservice
- Steel Warehouse Company
- The Sterling Group
- The Tire Rack
- Towne Air Freight
- Tuesley Hall Konopa, LLP
- Unifrax Corporation
- Wal Mart Supercenter - Ireland Rd.
- Wal Mart Supercenter - Mishawaka
- Wal Mart Supercenter - Portage Rd.
- Walsh & Kelly
- WNDU-TV
- Workforce Development Group
- WSBT-TV

What Chamber members are saying

Q: What do you think should be the top priority of the next U.S. President and Congress?



"Although there are many issues that are important for the President and Congress to address, the two on most Americans' minds this fall are the

economy and national security. The bad debts generated by the subprime housing crisis, along with record-high energy prices and other domestic issues, could easily put the U.S. economy into a recession. Congress needs to address energy legislation not only regarding offshore drilling but also in providing new energy initiatives.

Regarding national security, there is still a terror threat that needs continual monitoring. No matter whether or not you agree with American troops going into Iraq, most agree we need to finish what we started and bring our troops home in a responsible manner, realizing, too, that some troop presence will have to continue in the Middle East.

Personally, what I feel is extremely important this election is that we, as citizens, take the time necessary to learn exactly where candidates stand on issues important to us and then vote based on their record and what you expect them to do for the people of this great country."

Juliann L. Jankowski
Executive Director
Leadership South Bend/Mishawaka



"AEP (I&M) believes incentives and tax breaks for deploying advanced technologies and increasing renewable energy resources are important federal priorities. We support a long-term extension of the federal Production Tax Credit for renewable

energy resources. We also continue to lobby for tax credits that encourage investments in advanced technologies such as carbon capture and storage and advanced coal technologies.

AEP (I&M) supports development of a national interstate, extra- high voltage (EHV) transmission system – similar to our interstate highway system. The best way to develop this system is through federal encouragement and oversight. We believe an interstate transmission highway is imperative to our nation's energy future, and we will work with the state and the federal government to advance this vision. Specifically, we advocate the federal government exercise jurisdiction over these EHV facilities (300 kV and higher), similar to how it regulates natural gas pipelines."

David Switzer
Manager Community Relations
Indiana Michigan Power



"I think that the next President and Congress should make balancing the budget and paying down the national debt their top priorities.

This fiscal year's budget deficit is \$407 billion - more than twice what it was in 2007. The Congressional Budget Office projected that the U.S. will add more than \$2.3 trillion to the national debt in the next 10 years, and that was BEFORE the recent government bailouts of Fannie Mae, Freddie Mac and AIG. I don't believe we can possibly continue this kind of spending. Our national debt as of today is over \$9.6 trillion.

If I were to run my business the same way, Gene's Camera Store would not be about to celebrate its 70th anniversary."

Jack St. Pierre
President
Gene's Camera Store

NOTRE DAME CERTIFICATE IN EXECUTIVE MANAGEMENT PROGRAM

It's like 20 shots of espresso
in your Tuesday morning coffee.

(Without the jitters.) Explore the essentials of business during 20 Monday evenings at Notre Dame. Enhance your leadership and management approach. And best of all, apply on Tuesday what you learn on Monday. Visit executive.nd.edu/certificate or call 574-631-5285.



UNIVERSITY OF
NOTRE DAME

Mendoza College of Business

Program runs Mondays, March 2 - May 4 and September 14 - November 16, 2009, 5:30 to 8:30 p.m.

OCTOBER

Wednesday, October 15

Business After Hours

Baker & Daniels
5:00 – 7:00 p.m.

**Complimentary/members
\$30/nonmembers**

Join Baker & Daniels in their new offices located in the KeyBank Building in downtown South Bend. Hors d'oeuvres and a cash bar will be available.

Thursday, October 16

YPN Tailgate 2008

College Football Hall of Fame
5:30 – 7:30 p.m.

\$20

YPs, ages 21-39, will be able to kick back a little and enjoy some great tailgating and networking with their peers. Plus, enjoy a scavenger hunt that will take you inside the famed museum and enjoy tailgate food, drinks, bean bag toss and other activities.

Friday, October 17

**Building a Well-Oiled Machine
Manufacturing Summit**

South Bend Civic Theatre
7:30 – 10:00 a.m.

\$30/person

See article on page 8.

Thursday, October 23

**Seminar: Disaster Recovery/
Business Continuity Planning**

Chamber Briefing Center
8:00 – 9:30 a.m.

\$25/members

\$50/nonmembers

Do you have a business continuity plan in place in case of a disaster? Your critical business data is vital. How do you protect it in times of disasters/interruptions? This seminar will feature the top 10 things every business should consider for disaster recovery and business continuity planning. Presenting will be Dr. Larry Rapagnani, chief technology officer with GramTel. Sponsored by KeyBank.

NOVEMBER

Thursday, November 13

The Business of Going Green

Marriott Hotel South Bend
7:30 – 10:30 a.m.

\$35/Chamber members

\$60/nonmembers

Future sustainability of our region relies on our ability to adapt, innovate and follow green practices. The event will provide insight on how our businesses can incorporate green practices into their business strategy. It will include a keynote presentation and a panel discussion featuring a diverse group of businesses including green initiatives into their strategies. Hot, plated breakfast included. Event sponsored by Mossberg & Company, Inc. See ad on page 4.

Wednesday, November 19

Business After Hours

Catering by Design
5:00 - 7:00 p.m.

Complimentary/members

\$30/nonmembers

Join Catering by Design at Warren Golf Course as they feature delicious food items from their Christmas menu. If you're planning an upcoming Christmas or staff party, this will be an excellent opportunity to talk with catering staff and determine an ideal menu and location on Notre Dame's campus for your event! A cash bar will also be available.

DECEMBER

Tuesday, December 9

**Elected Officials
Reception**

Palais Royale
4:30 – 6:00 p.m.

**Complimentary/
members**

\$30/nonmembers

Newly elected city and county officials will be on hand to promote open paths of communication and dialogue between local businesses and the elected officials of our area. Mix and mingle while enjoying complimentary appetizers and a cash bar. Sponsored by Palais Royale.

To register for events: E-mail: events@sjchamber.org, Online: www.sjchamber.org/events, Call: 574.234.0051, ext. 274

*Experience elegant dining on
the Notre Dame Campus*



*Because impressions are important,
the perfect setting for your business
lunch or dinner is Sorin's.
Our thoughtfully prepared meals,
served by a professionally trained staff,
ensure the ultimate Notre Dame experience.*

*Reservations recommended
574 631-2020
www.sorinsnd.com*

updates from Chamber member businesses



▲ **U.S. Cellular** recently celebrated the grand opening of their new store located at 315 West Ireland Road in South Bend. On hand for the festivities were South Bend Mayor Steve Luecke, children from the Boys & Girls Club and U.S. Cellular staff. ■

INOVA Federal Credit Union is open for business at its newest branch located at 12980 SR 23, Suite G in Granger Station. This new location will provide greater convenience and service to members in the Granger area. The new Granger branch is open for business Monday through Friday, 8:00 a.m. to 6:00 p.m. and Saturday, 9:00 a.m. to noon. ■



◀ **Big Idea Company, LLC**, was awarded two medals of excellence by the 29th Annual Telly Awards for two short films produced for the University of Notre Dame. A *National Portrait* and *Daughters of Notre*

Dame were each awarded bronze medals of excellence by the prestigious competition, which honors outstanding local, regional and cable television commercials and programs, as well as the finest video and film productions. ■

Each month **Insight Strategic Concepts**, a consulting firm providing strategic management, organizational development and training services, holds a complimentary "Evenings With Insight" event for area business owners and associates. Upcoming events include

an October 16 presentation of "Ethical Business Communication for Fun and Profit" and a November 20 reception featuring the winner of the Insight Entrepreneurship of the Year Award. Both events take place at 5:30 p.m. at Insight's Elkhart office, 3743 East Jackson Boulevard. For detailed event information and to register, log on to www.insightsc.com/event.asp. ■

The **Michiana Chapter of the Society for Human Resource Management (SHRM)** was awarded the prestigious 2008 Chapter of the Year Award by the Indiana SHRM State Council at its annual conference. Racquel Harris, Chapter president, accepted the award on behalf of the 2008 board who successfully implemented several initiatives of benefit to the community, including Bridges Out Of Poverty, Business Continuity and Disaster Preparedness and Workforce Readiness. The award-winning Chapter will hold their annual conference at the Century Center on Tuesday, October 21 from 8:00 a.m. to 4:00 p.m. This year's conference is titled "The Many Facets of HR: Brilliance Under Pressure" and will feature Simon T. Bailey, internationally known speaker, author and consultant. Log on to www.michianashrm.com for conference details and to register. ■

Peak Enterprise Solutions, a manufacturing management consulting firm, has been qualified to deliver training and education for Lean Manufacturing under the Indiana Training Acceleration

Grant (TAG) program. By partnering with the Apprentice Academy of South Bend and Vincennes University, the Lean Enterprise Education curriculum developed by Peak is eligible to be used as part of a TAG grant, where the company will be reimbursed for out-of-pocket expenses incurred for on-site training and education for Lean Manufacturing. Visit www.in.gov/dwd/2698.htm for more information. ■

Pinnacle, a Microsoft Dynamics technology provider, was named to the 2008 Microsoft President's Club for the third consecutive year. The company received recognition from Microsoft Corporation for its high level of product expertise and level of service and commitment to Microsoft Dynamics customers. The elite club recognizes the top five percent of Microsoft Business Solutions partners worldwide and their constant dedication to delivering solutions that meet their customers' unique needs, active pursuit of product and technological advancement and impressive sales performance. ■

▼ For the third consecutive year, Cosimo Rulli, owner of **Insty-Prints** in South Bend, earned Allegra Network's Operational Excellence Award recognizing exceptional achievement in specified levels of productivity, profitability and growth. Rulli attributes much of their success to recent upgrades to the company Web site and additions of a large format color printer, a new two-color press and improved high-speed copiers for black and white or color output. Lisa and Cosimo Rulli (center), owners of Insty-Prints, accepted the award from Allegra Network representatives Mike Marcantonio (left) and Bill McIntyre (right). ■





National Stats	july 2008	july 2007
Consumer Price Index (CPI):	219.2	207.7
Unemployment Rate:	5.7%	4.7%
Payroll Employment:	137,557(p)	137,682
Avg. Hourly Earnings:	\$18.07 (p)	\$17.47
Producer Price Index (PPI):	+1.2% (p)	+0.5%
Productivity:	+4.3% – 2nd qtr 2008	+4.1% – 2nd qtr 2007

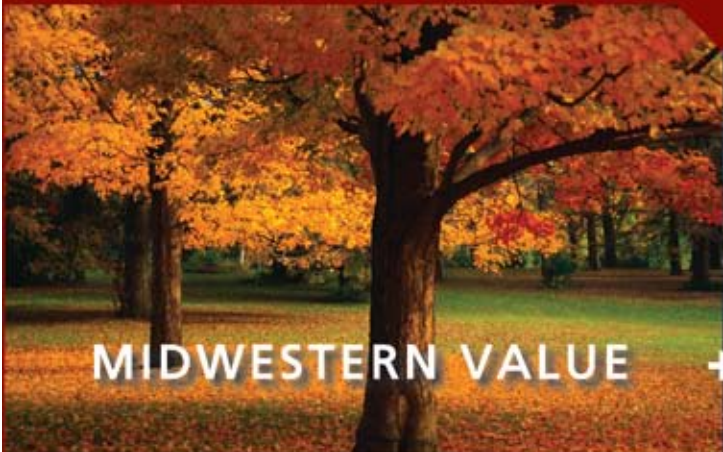
St. Joseph County Stats		
Labor Force:	134,192	133,923
Unemployment Rate:	7.2%	5.1%

St. Joseph County Residential Home Sales		
Total Closed:	348	459
Avg. Sales Price:	\$120,950	\$127,562
Median Sales Price:	\$102,950	\$104,900
Single Family Building Permits:	23	41

South Bend Regional Airport Traffic		
Passenger Enplanements:	32,577	34,398
Passenger Deplanements:	32,899	35,867

(p) Preliminary stats

*Sources: Bureau of Labor Statistics, STATS Indiana, Greater South Bend-Mishawaka Association of REALTORS and the South Bend Regional Airport.



MIDWESTERN VALUE



GLOBAL PERSPECTIVE

As one of the nation's 100 largest law firms* with more than 475 legal professionals, Barnes & Thornburg LLP combines a global perspective with the legal knowledge and cost advantages inherent in our centrally located base. Simply put, regardless of your location, you'll appreciate where we're coming from.

BARNES & THORNBURG LLP
 btlaw.com

CHICAGO

INDIANA

MICHIGAN

WASHINGTON, D.C.

*National Law Journal, 2007
 ©2008 Barnes & Thornburg LLP. All rights reserved.

new member investors

■ **Banner and Sign Design.com**

PO Box 2363
South Bend, IN 46680
574.231.8733
www.bannerandsigndesign.com
Printers/Printing Services

■ **Bounce Logistics**

5838 West Brick Road
South Bend, IN 46628
574.243.1550
www.bouncelogistics.com
Trucking Sales/Services

■ **Candlewood Suites**

3916 Lincoln Way West
South Bend, IN 46628
574.968.1072
Hotels/Motels

■ **Cartridges Unlimited LLC**

5339 North Main Street
Mishawaka, IN 46545
574.243.9634
www.cartridgesunlimited.com
Office Equipment/Supplies/Technology

■ **City Contour**

PO Box 127
St. Joseph, MI 49085
269.408.8265
www.citycontour.com
Marketing/Public Relations/Advertising

■ **D Squared Promotions**

20100 Gilmer
South Bend, IN 46614
574.220.3840
www.dsquaredpromotions.com
Promotional Advertising Products

■ **Drug Test Specialists, Inc.**

207 North Main Street
South Bend, IN 46601
574.287.5041
www.drugtestspecialists.com
Health Care/Medical Services

■ **Eventsys**

4246 Meghan Beeler Court
South Bend, IN 46628
574.243.5568
www.rentabit.com
Audio & Visual Communications

■ **Freedom For Life Marketing Group**

23887 Roosevelt Road
South Bend, IN 46614
574.288.7699
Wholesale

■ **Gean Roofing**

405 West South Street
North Liberty, IN 46554
574.286.3351
www.geanroofing.com
Contractors-Special Trades

■ **Gillespie Conference Center**

53995 SR 933
South Bend, IN 46637
574.232.7700
www.southbend.stayhgi.com
Banquet, Meeting & Special Event Facilities

■ **Granite City Food & Brewery**

6501 Grape Road, Suite 1000
Mishawaka, IN 46545
574.243.0900
www.gcfb.net
*Restaurants - Casual/Family Dining/
Coffee Shops*

■ **Growing Kids Learning Center**

2601 North Bendix Drive
South Bend, IN 46628
574.288.3992
www.growingkids.com
Child Care

■ **Hoosier Park Racing & Casino**

4500 Dan Patch Circle
Anderson, IN 46013
765.642.7223
www.hoosierpark.com
Entertainment

■ **Hyatt Place**

215 West Day Road
Mishawaka, IN 46545
574.258.7777
www.hyattplace.com
Hotels/Motels

■ **LaDue Curran & Kuehn, LLC**

205 West Jefferson
Boulevard, Suite 200
South Bend, IN 46601
574.968.0760
www.lck-law.com
Attorneys

■ **Money Sense Marketing, LLC**

6910 North Main Street
Box 42, Building 18, Suite A
Granger, IN 46530
574.516.4315
www.moneysensemarketing.com
Advertising Specialties

■ **Office Pride Cleaning Service**

2925 Rock Maple Court
South Bend, IN 46628
574.204.2358
www.officepride.com
Cleaning Services

■ **Palmer Funeral Homes**

2528 Mishawaka Avenue
South Bend, IN 46615
574.289.2848
www.palmerfuneralhomes.com
Funeral Homes/Cemeteries

■ **Palmer Funeral Homes**

3718 South Michigan Street
South Bend, IN 46614
574.291.5880
www.palmerfuneralhomes.com
Funeral Homes/Cemeteries

■ **Palmer Funeral Homes**

314 South Michigan
Lakeville, IN 46536
574.784.3119
www.palmerfuneralhomes.com
Funeral Homes/Cemeteries

■ **PODS of Chicago, LLC**

205 East Lies Road
Carol Stream, IL 60188
630.857.6525
www.pods.com
Moving & Storage

■ **Purdue University College of Technology**

1733 Northside Boulevard
P.O. Box 7111
South Bend, IN 46634
574.520.4180
www.tech.purdue.edu/southbend
Colleges and Universities

■ **Searer Communications**

1976 East McKinley Avenue
Mishawaka, IN 46545
574.237.0700
www.searercom.com
Telecommunications

■ **Secure Horizons**

500 Shepherds Cove Drive
Osceola, IN 46561
574.674.4290
Insurance

■ **Strikes & Spares Entertainment Center**

5419 North Grape Road
Mishawaka, IN 46545
574.243.2695
www.myspace.com/strikesandspares
Entertainment

■ **U.S. Cellular**

315 West Ireland Road
South Bend, IN 46614
574.299.1931
www.uscellular.com
Telecommunications

■ **Valley Screen Process Company, Inc.**

58740 Executive Drive
Mishawaka, IN 46544
574.256.0901
www.valleyscreen.com
Printers/Printing Services

ConSpecT

Roof Consultants = Roof Value Assurance

*Roof Inspection & Assessment
Roof Design & bid documents
Construction monitoring services*

ConSpecT Services, Inc. • South Bend, Indiana since 1995 • 574.234.2198

www.conspectservices.com



Saint Joseph
Physician Network

The best time
to find a
physician
is before you
need one.

Regular check-ups are
essential to the overall
health and wellness of
you and your family.

More than 50 physicians
specializing in family practice
internal medicine, obstetrics,
pediatrics, urgent care and
more make up the Saint Joseph
Physician Network, the largest
hospital-based physician group
in north-central Indiana.

Within our network, physicians
have the opportunity and
resources to connect and
practice with a variety of
highly skilled doctors
in our community.

Need a physician or specialist?
Call 1-866-757-6248
or click on Find A Doctor at
www.sjmed.com.

SAINT JOSEPH

Regional Medical Center

125 Years of Faith Based Healthcare in Michiana

(866) 757-6248



Will a scratchy throat keep her
from taking that test?

Don't let a minor illness or injury
keep your kids from learning
everything they can this school year.



SAINT JOSEPH

Urgent Care

53830 Generations Dr., Suite 110
South Bend, IN 46635

*Located near the intersection
of Douglas and S.R. 23*

(574) 472-6333

*Immediate care for life's
minor emergencies*

Open 8 am – 8 pm, 365 days a year
No Appointment Necessary
Lab and X-ray Services On Site

How much downtime can your business afford?

If your answer is "None. We can't risk it," this is the place to be!

GramTel recently unveiled its newest state-of-the-art data center in Blackthorn Corporate Park – a prime location that offers the same security services as its other Midwest sites, including a recently renovated Monroe Street location.

Clients trust GramTel to keep their business-critical data safe and available in our Tier III data centers that offer unsurpassed off-site safeguards against data loss – 24/7/365.

- **Co-location.** An alternate data center with an expert technical staff and the recovery processes necessary to ensure consistent recovery success.
- **Disaster recovery.** Emergency support to immediately begin restoring servers and allow quick remote access to data.
- **Data backup.** Proprietary methodology for electronic off-site disk-to-disk security and quick restoration.

Options include customized solutions for space and power and fiber connectivity between our data centers that easily allows for co-location at one GramTel location and disaster recovery at another.

Contact us today and get ready to experience the latest cutting-edge technology for keeping your critical business data **Safe. Secure. Compliant.**

Here's what one satisfied customer recently told us.

"The GramTel team is proactive, attentive and knowledgeable. Not only do we feel safe and secure in their cutting-edge data facility, we feel taken care of by their people."

Director of Event Services, Anthony Travel, Inc.



Network Equipment and Consulting • Data Backup
Disaster Recovery • Co-location

574.472.4726 • www.gramtel.net



401 E. COLFAX AVE., SUITE 310
SOUTH BEND, IN 46617

PRESORTED
STANDARD
US POSTAGE
PAID
SOUTH BEND IN
PERMIT NO 352