

FOCUS ON BUSINESS

The Merrillville Chamber Monthly Newsletter

JUNE 2009
Volume 29: Issue 6



REGIONAL EXPO

The very new and different Best of the Northwest Regional Expo was held at the Westfield Southlake Mall on Friday, May 22nd. Sixty vendors from Chambers throughout NW Indiana were able to show their products and services to a new audience as Mall shoppers, as well as business people interested in the expo, were exposed to a large variety of information that they had not seen before. The Global Sponsor, Crowell Companies/Success Press displayed, and explained, Tom Crowell's most recent book, "The Passerby" which was based on a real crime many years ago. All the proceeds from the book are being donated to local charities. The National Sponsor, International Building Services represented the variety of construction projects the company is capable of producing, wherever needed. The Break Room for the Vendors was provided by Davis Home Builders, Crown Point and Spring Mill Health Campus in Merrillville. The Northwest Indiana Chamber Executives' Assn. (NICEA) has produced this expo for 15 years. Thank you to all the participants.

SAVE THE DATE!!! JULY 30, 2009

The Merrillville Chamber annual Golf Outing scramble will be held on **Thursday, July 30, 2009 at Innsbrook Country Club.**



Registration is \$150 per golfer and includes golf, lunch, dinner, two (2) beverage tickets (2) entries into the door prize drawing and the chance to win one of two Pool Social Club memberships (valued at \$950 each) donated by Innsbrook Country Club. Not a golfer? Would still like to be part of the excitement? Lunch reservations are \$15 each and dinner is \$35 each.

Competitions and advertising opportunities as of May 22, 2009 are listed below:

Putting Competition: During dinner one lucky golfer will have the chance to sink a putt for \$10,000. *Sponsored by: Professionals' Title Services, LLC.*

Lunch Sponsorship: Sponsorship

includes advertiser color logo and/or company name on the welcome banner displayed at the registration area and in the dining room during dinner. *Sponsored by: Methodist Hospitals with (2) \$400 opportunities remaining.*

Dinner Sponsorship: Sponsorship includes advertiser color logo and/or company name on the welcome banner displayed at the registration area and in the dining room during dinner. *Sponsored by: Brian P. Popp, Attorney At Law - Laszlo & Popp, LLC, Pinnacle Hospital & ULTRA FOODS.*

Super Sponsors: All six par 3 Tees will have exciting prizes, with five (5) \$500 sponsorship opportunities available. Sponsorship entitles you to one (1) recognition sign at the tee and (1) recognition sign at the green with color logo and/or company name. *Sponsored by: Burke Costanza & Cuppy, LLC, Indiana American Water, Mike Anderson Chevrolet & NIPSCO with (2) \$500 opportunities remaining.*

John J. Janik Memorial Challenge: *Sponsored by: Commercial In-Sites, LLC.*

Course Advertising: Many \$150 opportunities are available for you to further your advertising coverage by hosting a course competition and providing the prize. Sponsorship entitles you to one (1) recognition sign with your color logo and/or your company name, and first right to sponsor a game or contest on hole. *(All competitions must be approved by the Chamber and/or the Chairman of the golf committee)* Current sponsors: *Horizon Bank, The Radisson, Sandra J. Snearly & Company, Schlyer & Associates, State Farm Insurance - Don Gray Agency, Tech Credit Union & ULTRA FOODS.*

Members may also donate to the goody bag give-a-way (150 items) or door prize drawing. Items are to be dropped off to the Chamber office by Monday, July 13, 2009 to be included in the distribution.

The informational and payment flyer is included in this month's mailing. Updates on advertisers and available advertising

Continued on Page 2

255 West 80th Place, Merrillville, IN 46410
219-769-8180 • Fax 219-736-6223

www.merrillvillecoc.org

Membership Meetings

3rd Tuesday - Noon Luncheon (check-in 11:15 am)

Chamber Staff

Edward C. Dernulc, Executive Director

Karla N. Ortegon, Executive Assistant

Cheri Elser, Membership Director

Wanda Postell-Terry, Administrative Assistant

Eloise Kalmar, Support Staff

THE JUNE MEMBERSHIP

MEETING will be held at Hilton Garden Inn on Tuesday, June 16th. The Speaker will be Mike Murmane, Chicago 2016 Olympic Committee. The Topic: Vision and Concept of Chicago 2016 Olympics. This is an excellent opportunity for the Northwest Indiana region to better understand the impact of this endeavor. The deadline is June 16th for the pre-payment cost of \$14. There will be limited space for "walk-ins" and the cost will be \$20 at the door. Networking starts at 11:30am and lunch will be served at noon. There will be an Orientation meeting at 10:30am for new members or current members who have new employees who need an update on their benefits of membership in the Chamber.

THE JULY MEMBERSHIP

MEETING will be held on July 21st at the New Innsbrook Country Club.

On the Fast Track

MERRILLVILLE CHAMBER OF COMMERCE WELCOMES NEW MEMBERS AS OF MAY 19TH, 2009

SAQUI RESEARCH LLC

Ursula Saqui, PhD
424 W. Walnut St.
Crown Point, IN 46307
Ph: 219-310-7435 F: N/A
Web Site: saquiresearch.com
E-Mail: Ursula@saquiresearch.com
Consulting Services

DIALOGUE AND CREATIVE WORKS

Deloras D. Jones, Ph.D., SPHR
1337 W. 90th Avenue
Merrillville, IN 46410
Ph: 219-488-7375 F: N/A
Web Site:
dialogueandcreativeworks.com
E-Mail:
info@dialogueandcreativeworks.com
Training and Development

HOLIDAY RENT A CAR

Lisa Owens
3739 W. 37th Avenue
Hobart, IN 46342
Web Site: holidayrentacar.biz
E-Mail: rentalgals@aol.com
Car Rental

AMERIPLEX AT THE CROSSROADS

Larry Mudd
1605 Adler Circle
Portage, IN 46368
Ph: 219-841-5749 F: N/A
Web Site: N/A
E-Mail: N/A
Real Estate

INDIANA WEB DESIGN

GOLD MEMBER
Brandon Wilson
611 W. 81st Ave. (Inside
Meijers/Merrillville
Ph: 219-932-7483 F: 791-9361
Web Site: indianawebdesign.com
E-Mail: info@indianawebdesign.com
Web Design
Web Page Development
Website Design & Hosting

BANKERS LIFE & CASUALTY

GOLD MEMBER
Diane Kania
2422 Viridian Dr., St. 201
South Bend, IN 46628
Ph: 219-730-3496 F: 574-232-2982
Web Site: bankerslife.com
E-Mail: diane.kania@bankerslife.com
Life & Health Insurance
Health Insurance
Investments/Insurance

JDK ENTERPRISES

Jill M. Kotul
9809 Tyler Street
Crown Point, IN 46307
Ph: 219-613-3215
Fax: N/A
Web Site: jdktelecom.acnrep.com
E-Mail: jdktelecom@gmail.com
Telecommunications

RESIDENCES AT MERRILLVILLE LAKES

June Hari
8400 Grant Circle
Merrillville, IN 46410
Ph: 219-650-5000 F:
Web Site:
E-Mail: jhari7@cs.com
Apartments

3 UNDER PAR GOLF CENTER

GOLD MEMBER
Alex Kutanovski
1504 N. Main St.
Crown Point, IN 46307
Ph: 663-6371 F: 663-6371
Website: 3underpargolfcenter.com
E-mail: 3underpar3@gmail.com
Driving Range
Golf Pro Shop
Sports Bar

ARAMARK REFRESHMENT SERVICES

Kerry Cleary
1851 Howard St., Suite F
Elk Grove Village, IL 60007
Ph: 847-472-7317 F: N/A
Web Site: aramarkrefreshments.com
E-Mail: cleary-kerry@aramark.com
Refreshment Services

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opportunities will continue to be posted in future newsletters and the Chamber website.

TEACHERS APPRECIATION WEEK - MAY 3 TO MAY 9

The Merrillville Chamber Education Committee assisted the Merrillville Community School Corporation in celebrating Teachers Appreciation week by accepting goody bag donations at the Chamber office. The committee and school corporation expresses thanks and gratitude to the following Chamber members for their participation: *Advanced*

Body Align, Best Rate Home Loans, Exhaust Masters, Indiana American Water, Indiana Wesleyan University, Kauffman Chiropractic and Taltree Arboretum & Gardens. Goody Bags were distributed to over 550 teachers throughout the Merrillville Community School Corporation.

NEW NAME - REGIONAL MENTAL HEALTH CENTER

Southlake Mental Health Center and Tri-City Comprehensive Community Mental

Health Center hosted a joint news conference recently to announce that the two have combined to form Regional Mental Health Center. The nonprofit organizations together have treated more than 100,000 area residents during their nearly 40 years of existence. They will continue to care for clients aged six years to adult at more than a dozen locations in Lake County. Services include outpatient counseling, detoxification, partial hospitalization emergency services, and other short and long-term care options.

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VIA MARKETING RECOGNIZED FOR EXCELLENCE IN PRINT DESIGN

Merrillville...VIA Marketing was recently honored with two Service Industry Advertising Awards (SIAA) for creative work executed for their clients. The firm was rewarded with a Silver Award for the Crown Point Family Fun Center "Birthday Flier" and a Bronze Award for its St. Catherine Hospital "Our Patients Believe We're Special" poster. "Both projects allowed our creative team to have fun while producing exceptional work. "We're proud to be recognized for our efforts," VIA President, Julie Olthoff noted. The Service Industry Advertising Awards have recognized the advertising excellence in the service industry field since 2003. A national panel of judges reviewed nearly 1200 entries in 12 groups and 27 categories for execution, creativity, quality, consumer appeal and overall breakthrough advertising content. Find details about the SIAA at www.siaawards.com.

CONDOLENCES

Merrillville Chamber Board of Directors, staff and members were saddened to hear of the death of Atty. Bob Vegter recently. He was a long-time member of the Chamber and former Chairman of the Board of Directors. Bob also sponsored the Annual Merrillville Policeman of the Year award for many, many years.

MAY MEMBERSHIP MEETING

Once again the Fiesta Palace II provided a fine Mexican lunch and dessert for the May Chamber luncheon. The speaker, Superintendent of Merrillville Community Schools, Dr. Lux, brought the members up to date on the "State of the Merrillville Schools". He discussed the demographics of the students, the ongoing strains of budgetary issues and the strengths of the educational studies. Gold Members: Bankers Life & Casualty/Diane Kania, Indiana Web Design and

3 Under Par Golf Center and Regular Members: Saqui Research, LLC; Dialogue and Creative Works; Holiday Rent-A-Car; Ameriplex at the Crossroads; JDK Enterprises; Residences at Merrillville At Merrillville Lakes; and Aramark Refreshment Servers were accepted as new members.

RBA SUPPORTS OE EXPRESS

The NW Indiana Regional Bus Authority (RBA) made a \$32,000 grant to Opportunity Enterprise's demand-response transportation system, for the lease of three (3) ADA-compliant vehicles. This RBA grant serves as a 20% local match for federal funds administered by the Northwest Indiana Regional Planning Commission (NIRPC). The three ADA-compliant vehicles can transport twelve ambulatory and two passengers in wheelchairs. Community members can make transportation reservations 24 hours in advance by calling the OE Express dispatch office at 2190464-9621 ext. 227. OE Express can bill Medicaid for qualifying trips.

BASKETBALL CAMP

Eddie Gill, 7 year NBA point guard who played the 2009 season with the Milwaukee Bucks will host a guard/perimeter camp at The Fieldhouse-Merrillville on July 1-2 from 9:00 a.m.-12:00 p.m. Gill, will focus on the point guard position and shooting drills. Gill has an 85% career free throw shooting percentage. He scored the 8 millionth point in NBA history against the Boston Celtics. The former Weber State University player led his team to victory over nationally ranked and top seeded North Carolina in the 1999 tournament. Gill, was the Big Sky Conference Newcomer of the Year in 1999 and 1st team All Big Sky Conference in 1999 and 2000. The Fieldhouse-Merrillville Camps are the following dates for Boys and Girls entering 3rd-12th grade: Session 1 - June 22-25, Session 2 - July 20-23, Session 3 - August 10-13, Post Player Camp - June 29-

30, Eddie Gill Guard-Perimeter Camp - July 1-2. The cost is \$85 for Session 1,2,3 (Regularly \$110). \$50.00 Guard Perimeter and Post Player Camp (Regular \$60.00). Early deadline, June 10th. John Stroia, camp director has 25 years involvement with professional and college basketball. Staff will consist of instructors with professional and college coaching experience. For registration and additional information please visit our web site at www.thefieldhouse-merrillville.com or call (219) 738-2424.

SOMEONE WHO'LL WATCH OVER ME

The Chicago Street Theatre in Valparaiso will present an intensely provoking drama "Someone Who'll Watch Over Me". Reviews have claimed that this play is tenderly tragic but also uproariously funny. Performances will be held on Fridays and Saturdays from May 29th through June 13th at 8:00 pm and also on Sunday, June 7th at 2:30pm. For reservations call the Chicago Street Theatre box office at 219-464-1636 or check their website at www.chicagostreet.org.

SPACE CAMPS

Unique summer activities are being held at the Challenger Learning Center of NW Indiana, in the Calumet Conference Center Building at 2300 173rd St., Hammond. Space Adventure Camps for children from 1st grade to 6th grade will be held at their location on the campus of Purdue University Calumet Center. Half-Day Camp is offered for 1st & 2nd grade students. Day Camp is offered for 3rd, 4th, 5th or 6th grade students for one, two or more days from July 6th through July 10th. Week-long Camp is offered for 6th, 7th and 8th graders. Students must have attended 5th or 6th grade level camp during the summer 2008 session. To make your reservations or learn more about the camps call 219-989-3250.

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SCORE

Did you know that there is a group of retired business people who volunteer their counseling services to new start-up businesses or to businesses who want to move their business to the next level? These volunteers are a branch of the Small Business Administration Office. The Counselors take 3 appointments on Friday, every week – at 9:00-10:00 and 11:00am at the Merrillville Chamber of Commerce. The counseling session is strictly confidential and free. To make an appointment, call the Merrillville Chamber of Commerce at 219-769-8180.

Donate some food items to Taltree Arboretum on Saturday, June 6th and get into the Arboretum at no charge. They are asking everyone to e-mail their clients, friends and family to encourage them to donate to this very good cause. Your business name will be mentioned on all press releases used to publicize the event. What better way to enjoy a free day in the beautiful, lush flora and fauna at Taltree while you also do your good deed to help men, women and children who need the food so badly throughout the world. Just call Rick Schwartz at 219-462-0025 for more information.

RELAY FOR LIFE

The Annual Relay for Life “Champions for a Cure” fundraising walk will be held at a new location this year – the Merrillville High School. Teams and Sponsors are getting ready to celebrate, remember and fight back against Cancer. Their motto is “there is no finish line until they find a cure”. The walk will be held on Friday, June 26-27 from 6:00pm Friday until 8:00am on Saturday. Register your team online today. Call Brianna Herndon at 793-1030 for more information.

GOLF SCRAMBLE FOR KIDS

TradeWinds Services will hold their Annual Golf Scramble for Kids fundraiser on Monday, July 13th at Briar Ridge Country Club. Individual registration is \$300 and there are sponsorship opportunities available from \$200 Sign Sponsor to Diamond Crest sponsorship level at \$5,000. The Committee is Chaired by Jeff Strack, Strack & Van Til, Inc. and Tricia Hernandez, Co-Chairman from South Shore Arts. For information call 219-949-4000 Ext. 245.

CHANGE YOUR LIFE! CHANGE YOU WORLD!

Indiana Wesleyan University will be hosting a Career Fair on Friday, June 5th from 10:00am – 2:00pm at their Merrillville

Campus located at 8415 Georgia Street. The Career Fair is open to the community and all job seekers are invited to attend. For more information, call Lisa Spurr or Gail Strine at 219-756-5140.

WE'RE COUNTING DOWN!

The Merrillville Chamber of Commerce annual fall expo will be held on Wednesday, September 23, 2009 from 4:00 – 7:00pm at Avalon Manor, with a Business After Hours for Chamber members from 7:00pm – 8:00pm.

Save 10% off the cost of your booth by taking advantage of the early bird discount until Friday, July 24, 2009. By taking advantage of the “early bird 10% discount”, exhibitors are automatically entered onto our Networking Card, which is limited to the first 30 companies who reserve their booth. Participants are required to furnish a door prize valued at a minimum of \$25.

Booth Basics sessions have been scheduled for companies interested in participating in the Fall Expo but would like more information on how to get the most value out of the Expo. All sessions will take place in the Chamber conference room “Economics of Expo”: teaches potential exhibitors how to use minimum cost to maximize their market exposure and promote their company’s image - June 30 – 8:30am and July 14 – 3:30pm

“How to Expo”: teaches exhibitors how to use their booth to produce more contacts, leads, and sales: August 11 – 3:30pm and August 13 – 8:00am and September 10 – 9:00am.

If you would like to sign up for any of the Booth Basics sessions, call the Chamber at 769-8180 to rsvp.

MERRILLVILLE CHAMBER OF COMMERCE

NEW MEMBER TO MEMBER DISCOUNT PROGRAM PARTICIPANTS

Please visit www.merrillvillecoc.org to view the total booklet and discount offers
NEW DISCOUNT PARTICIPANTS AS OF: MAY 19, 2009

EMPLOYEE BENEFITS

Benefits Management Associates, Inc.

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Indiana Tech College of Professional Studies

The Krutz Agency

Lake Mortgage Co., Inc. - *Gold Member*

Luke \$5 Car Wash

Manpower - *Gold Member*

Markey's Audio Visual

Maxim's Restaurant & Lounge - *Gold Member*

Merrillville Little League

Nugent & Co., LLC - *Gold Member*

Our Lady of Consolation

Pampalone Travel

Plaza 833 LLC Suite 100 W

Janet M. Sienicki EA, ABA

Sweney Electric

The Vein Center of Northwest Indiana

Unity Hospice of Northwest Indiana, LLC

Verizon Wireless - Southlake Mall

VIA Marketing - *Gold Member*