

emphasis!

Five Ideas to Get More Done at Work

By Emily Fitzgerald

Lately, it seems that getting work done “at work” is really hard to do! In my job, I get to observe lots of different people working in lots of different environments. I’ve noticed several things that interfere with our productivity. Try implementing these ideas if you find yourself struggling to get things done.

“Interruption-proof” yourself for 2 hours a day.

Constant interruptions make getting any creative or quality work on a project nearly impossible. Try setting aside 2 hours a day that are interruption-proof. Close out email, the internet, and FaceBook; put phone(s) to mute; close the door or hang a sign outside your cubicle. It is all about setting the expectation of those around you. Let people know when they can expect a response: “I will be unavailable from 10-12 today. Please leave a message and I’ll get back with you after lunch.”

Try a different kind of To-Do list.

If you don’t use a “To-Do List” at all, start by getting every obligation that is floating around in your head down onto paper (you’ll be amazed at how this can reduce stress!) Then try what my friend who has ADD has recently done: instead of having everything on one long list where it can be hard to prioritize, write each item that needs doing on an index card. Flip through the stack of your “action cards” and prioritize the most important thing to work on for your specific situation (current location, energy level, available time).

Organize your desk.

If you are drowning in piles or your drawers are so disorganized you can’t find a thing, take a “time out” to get things under control. Follow tip #1 and set aside a few hours. Start by tackling one drawer at a time, and clear out old files to make room for the ones on top of your desk. Be brutal as you pick up each item and ask



Emily Fitzgerald offers tips on increasing productivity at work.

yourself if you really need it. If so, what is the next step that would move it closer to completion (make a phone call, send an email, etc)? Use a desktop file box or step sorter to store only your active projects on top of your desk. Everything else can be in a file drawer.

Organize your computer files.

A client recently told me he spent almost two hours looking for an important file on his computer, only to finally give up and recreate it from scratch. With the ease in which we can create documents on the computer, if we give little thought to how they are organized, it can be difficult to find things even with the search capability. Thankfully, they don’t take up physical space in our offices like paper does, but that makes it all the easier to put off cleaning them up. If you are overwhelmed by

tackling this project, the best solution is to start from scratch. Create a new directory named “My New Documents” (or some such name), and as you use a document or file from the old area, save it to the new one. Create some basic categories of files so it is organized from the start. Look to your paper files and use the same file names so it is easier on your brain. After about six months, you’ll have the most important and current things saved to the new location and in a way that you can find what you need.

Process your email.

Email can be a big time-waster. Get a handle on it by following these steps:
— DELETE as many as you can just from reading the subject line.

See **WORK** on page 4

Chamber to Celebrate in Style

Happy birthday, Chamber! August 28, 2010 is the Greater Fort Wayne Chamber of Commerce’s 135th anniversary. The foundation for the Chamber was established in 1875 by a group of like-minded merchants who began meeting to share challenges and solutions. Eventually those merchant groups merged to officially form the Chamber, which became the heart of the business community.

The Chamber will celebrate its 135 years of service by throwing the biggest bash of the year. The Chamber Birthday Party will take place in conjunction with the Chamber’s Annual Meeting on November 4, 2010 at the new Courtyard by Marriott Downtown. The Chamber invites you to celebrate in style at this black-tie event. Winner of the Chamber’s own “Cake Boss” competition will present a birthday cake to the Chamber. The Chamber will honor its long-standing volunteers and members. Veteran Fort Wayne newscaster Liz Schatzlein will be the event’s emcee.

Also in honor of 135 years, the Chamber is starting a 135 Fund which will facilitate 135 Random Acts of Kindness in Fort Wayne. The Chamber invites local businesses to donate \$135 to the 135 Fund. Proceeds will support the 2010 Annual Meeting and 135 Random Acts of Kindness. Throughout 2011 the Chamber will surprise various Chamber members throughout the community with a “Random Act of Kindness.” The Act of Kindness will meet a specific need for that organization with donations or supplies supported by the 135 Fund.

To reserve your tickets for the Chamber Birthday Party and to donate to the 135 Fund, visit fwchamber.org and click on the home page link.



Don't Look at My disAbility

BLN promotes National Disability Employment Awareness month

Did you know that October is National Disability Employment Awareness month? People with disabilities are an often overlooked but valuable group who can frequently provide excellent solutions to businesses' staffing needs. Unfortunately, obstacles such as myths, prejudices and lack of awareness often prevent them from having access to the same opportunities as everyone else. Many businesses simply don't know about the many benefits of employing disabled persons. Some are nervous about doing so because of the many myths. Others simply don't know the best way to get started.

One of the functions of the Greater Fort Wayne Business Leadership Network (GFWBLN) is to help connect employers with the various agencies supporting employment of disabled persons. In order to streamline the process, business owners/managers are asked to contact the GFWBLN with questions or to express interest in pursuing these opportunities. Please go to www.inbln.org and click on Regional Chapters where you will find a link to the Greater Fort Wayne BLN for more information.

Greater Ft. Wayne



The bottom line is that it is all about the bottom line. Hiring from the disabled community can save time and money, secure a valuable, enthusiastic and loyal employee all while enhancing your organization's image in the community.

The Employment Gap is the difference in the rates of employment between people with and without disabilities. Only 32 percent of Americans with disabilities aged 18 to 64 are working, compared to 81 percent of those without disabilities in this age category. Barriers to employment create the widest participation gap for Americans with disabili-

ties. Not surprisingly, of those people with disabilities who are not working, more than two out of three say they would like to work. We live in a society where a career is a major defining element of one's identity. Work impacts one's ability to take part in other critical aspects of life from home ownership to transportation, access to health care, ability to socialize, pursuit of advanced education, and active participation in one's community.

More people with disabilities working means more consumers to put money back into the economy, more contributing taxpayers, and better use of the nation's resources. It brings opportunities for employers as well: to tap into new sources of creativity, loyal employees, and expanded workforce and consumer diversity. Among adults with disabilities of working age (18 to 64), three out of ten (32 percent) work full or part-time, compared to eight out of ten (81 percent) of those without disabilities, a gap of 49 percentage points (N.O.D./Harris, 2000).

The likelihood of experiencing a disability increases with age with disability rates of 1.7 percent among those less than 22 years of age, 6.4 percent among those age 22-44, 11.5 percent among those age 45-54, 21.9 percent among those age 55-64, 27.8 percent among those age 65 to 79, and 53.5 percent among those over 80 (Disability Statistics Center, 1997). The occupations that currently account for 25 percent of all jobs for people with disabilities are executive and administrative, machine operators, food preparations and service jobs, and sales workers (Stoddard, Jans, Ripple, Kraus, 1998).

Small businesses (less than 500 employees) represent over 99 percent of all employers, employ 52 percent of all workers, and provide virtually all of the net new jobs (Small Business Administration, 1999). People with disabilities are twice as likely to be self-employed as the general population. More than half of employed adults with disabilities report that they found their jobs through personal contact (Thornton and Lunt, 1997).

The major barriers to achievement of people with disabilities in our Society continue to be attitudinal barriers, stereotypical thinking, and assumptions about what people can and can't do. The truth is that the range of ability of persons within any disability group is enormous. We need to get rid of our stereotypical images and view each individual as just that, an individual. Listed below are the kinds of assumptions that can be barriers to employment for persons with disabilities.

Assumption: A person with mental retardation cannot be trained to perform a job as well as an employee without a disability.

Fact: More than two-thirds of the 4,000 participants in Pizza Hut, Inc.'s "Jobs Plus Program" are persons with mental retardation. The current turnover rate among these employees with disabilities is a modest 20 percent compared to the 150 percent turnover rate of employees without disabilities. This means a drop in recruitment and training costs.

Assumption: A person with a developmental disabilities and difficulty with fine motor control is unlikely to be able to handle complex operations on the production line of a manufacturing plant.

Fact: A person with this combination of functional limitations was hired for a production line job. The job involved labeling, filing, capping, and packing a liquid product. The only accommodation supplied for the worker was the creation of a plywood jig. The jig enabled the worker to hold the bottle steady for correct labeling.

THE TOP 10 REASONS TO HIRE PEOPLE WITH DISABILITIES

1. Employees with disabilities can ease concerns about labor supply.
2. People with disabilities have equal or higher job performance ratings, higher retention rates and lower absenteeism.
3. Employees with disabilities can relate better to customers with disabilities, who represent \$1 trillion in annual aggregate consumer spending.
4. Diverse work groups can create better solutions to business challenges.
5. People with disabilities are better educated than ever, and are proven to have met and/or exceeded challenges.
6. A person with a disability motivates work groups and increases productivity.
7. Companies that hire and accommodate people with disabilities in their workplaces can receive tax benefits.
8. Employing people with disabilities is good for the individual, the business, and society. This is a "win-win-win" strategy.
9. People with disabilities are motivated by the desire to give something back, and opportunities for personal growth, job flexibility, and social inclusion.
10. It's ability, not disability, that counts.



One-on-One with Michael Barranda, Board Member, YLNI

What is the biggest lesson you have learned so far?

You can't be afraid to fail. If you haven't failed at something, then you probably aren't trying enough – or perhaps you aren't setting the bar high enough.

What makes Fort Wayne unique compared to other cities?

Opportunity. The work force is begging for entrepreneurs to take the community by storm. Community leaders are looking for young leaders to share their "outrageous" ideas for the future of the community. Existing businesses are trying to attract and retain the best talent. Non-profit organizations are thirsting for passionate volunteers to bring their fresh ideas to the table. To the rest of the world, Fort Wayne lacks an identity. I was once told that the lack of an identity is an opportunity for redefinition. For some person or some business looking to make their mark, Fort Wayne certainly provides opportunities in many different aspects.

YLNI is in its 6th year in Fort Wayne. How has it evolved to meet the needs of today's young professionals?

Credibility and versatility. In the past five years YLNI has accomplished many things, despite being completely run by volunteers. It has established credibility with its ongoing programs such as Leadership Institute, YLNI Barr Street Market, YLNI the Vote and the Masquerade Ball. However, it has had the ability and versatility to embrace other projects such as the CEO Experience, its Harrison Square Forum and, more recently, its 2020 Vision. To make their time worthwhile, most young professionals want to hit the ground running with an organization. That wasn't always possible as the volunteer organization took some time to establish its roots.

What is your #1 goal for YLNI this year? (Or could be asked as "your #1 goal for serving young professionals this year")

I am just one voice among many emerging leaders in this community. I want to ensure that YLNI is a conduit and platform for those emerging leaders to bring their fresh, bold ideas to the forefront of community and economic development.

What would you tell a young professional who is on the fence about joining YLNI?

First, your employer will likely pay your \$30 yearly membership fee. Regardless, for \$2.50 per month you can be a part of an organization focused on making this community a more vibrant and viable place to live, work and play. Your involvement in the organization can be as little or as much as you make it – and I mean that. Those opportunities that I referenced before are even more attainable for emerging leaders with YLNI.

What has been the biggest accomplishment in your career so far?

I was involved with a case taken to the Indiana Supreme Court that successfully established significant precedent in the field of medical



Barranda

malpractice. I was also honored to receive a Leadership in Law award by Indiana Lawyer.

How has being on the Chamber Board of Directors impacted you?

Being on the Board has given me a better appreciation for the services of the Chamber - especially its advocacy for improved business climate and economic development for Fort Wayne. It has also renewed my passion to help our business community – especially for new and small businesses.

What is your dream for the Fort Wayne business community?

I would love to see more professional job opportunities and increased entrepreneurial activities. I would love for the community to embrace innovation and the risks associated with it. Specifically, an entrepreneurial hub that facilitates a critical mass of innovators in a business and social setting with the tools and resources necessary to organically cultivate business concepts would be ideal.

How can businesses and professionals get more involved in the YLNI?

It's not hard. Prospective members should sign up for the weekly newsletter at YLNI.org and contact membership@ylni.org to get involved. Businesses should encourage their young professionals to join, and consider a YLNI corporate sponsorship.

A fun one — what do you want to be when you grow up?

Younger.

THE CHAMBER STAFF



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Mike Landram
President/CEO



Maribeth Callicoat
Controller



Michelle Merritt
Vice President of Member
Relations & Communications



David Young
Vice President of
Air Service Development

The Mission of the Greater Fort Wayne Chamber of Commerce is to create a vibrant economic environment by supporting business, advocating on behalf of the business community, and fostering community partnerships to advance a common economic vision.



Contact Us:

Phone: (260) 424-1435

Fax: (260) 426-7232

Web: www.fwchamber.org

Email: jjessup@fwchamber.org

Address: 826 Ewing Street
Fort Wayne, IN 46802

Construction Zone: Boundless Playground

Congratulations and thank you for your votes! We're proud to celebrate the success of Taylor's dream for a Boundless Playground here in Fort Wayne. Fort Wayne was one of three communities nationwide participating in a Pepsi Refresh Challenge sponsored by CVS/pharmacy to build a Boundless Playground. The city will receive \$70,000 to build the state's first all-inclusive playground after the public voted for their favorite playground idea.

Taylor's Dream at Kreager Park will have three pods of playground equipment and activity areas, a splash pad, accessible ramps and walkways, a picnic pavilion and accessible parking. Landscaping will add to the sensory experience of the facility, as will the multiple types of surface used in the various pods.

Donations are welcome to help reach the final goal of \$125,000 for the project. Funds will also be accepted for an endowment to maintain the playground. For details about the Boundless Playground and ways to donate online to the campaign, visit www.fortwayneparks.org or call 260-427-6000.



Groundbreaking at Kreager Park.



Mayor Tom Henry poses for a photo at the groundbreaking ceremony.

Vino, Java & Jazz set for November 5

Easter Seals Arc of Northeast Indiana is ready to roll out the red carpet for the popular and heart-warming event, "Vino, Java & Jazz." Festivities take place Friday, November 5 from 5:30 – 10:00 pm at Ceruti's Summit Park II. Celebrate the mission of Easter Seals Arc with an evening of cuisine, fine wine, music and entertainment along with silent and live auctions to benefit the children and families served by Easter Seals Arc. This gala fundraising event raises funds that help ensure that all people with disabilities or special needs and their families have equal opportunities to live, learn, work, and play in their communities.

Save your appetite and be prepared to enjoy tastings from many of your favorite area eateries. Chefs will serve up fare from Calhoun Street Soups, Salads, and Spirits, Casa Ristoranti Italiano, Catablu Grille, Cerulean Restaurant, Ceruti's, Chappell's Coral Grill, Coconutz inside Crazy Pinz, Granite City Food & Brewery, and Orchard Ridge Country Club. Wine tasting is courtesy of Scott's/Kroger and the University of St. Francis Jazz



Combo will be providing the musical entertainment.

For more information contact Valerie Magana at 260-456-4534 ext 267. All funds raised help Easter Seals Arc create solutions that change lives of children and adults with disabilities and special needs.



Fright Night

Come see for yourself what has quickly become one of Fort Wayne's favorite goings-on.

All of downtown comes alive for a frightfully good time at Downtown Fright Night, so grab your super(natural) friends and come enjoy the best thing to happen to Halloween since free candy.

Activities include zombie face painting, zombie walk, Ghost Hunting 101, live music and entertainment, and happenings at many downtown attractions!

Get the details at frightnightdowntown.com ... if you dare!

Welcome New United Way CEO

United Way of Allen County's Board of Directors has appointed Todd Stephenson to be the agency's new President and CEO.

"United Way's search committee and executive search firm worked diligently to find the best person for this job," said Ron Turpin, United Way of Allen County board chair. "We couldn't be more pleased to have hired Todd Stephenson. He has the integrity, professionalism and heart to take United Way of Allen County to the next level of excellence. I look forward to his tenure as CEO."

WORK

Continued from page 1

- DELEGATE if you can—just be sure to have a way to follow up.
- DEAL with it quickly. If it is an event to enter in the calendar, a contact to update, or a task to add to your to-do list, you can likely do it in two minutes or less.
- DEDICATE time to respond to lengthier requests. Email is no longer something you can check only between appointments and stay on top of. Schedule blocks of time to plow through your inbox.



International Award Lands in Northeast Indiana

Northeast Indiana Regional Partnership wins economic development marketing award for Italian brochure

Northeast Indiana and Italy may be six time zones apart, but an attempt to bring the two regions together for business success has resulted in an international award for the Northeast Indiana Regional Partnership (NEIRP).

NEIRP won the International Economic Development Council's (IEDC) Excellence in Economic Development Award for best general purpose brochure. The awards recognize the world's best economic development marketing materials and count the Partnership's six Time Zones Apart, With 1 Common Goal, brochure as the top marketing piece used to introduce an area to prospects for development opportu-

nities for communities over 500,000 people. The award was

announced at the IEDC Annual Conference in Columbus, Ohio on Sept. 28. NEIRP won previous IEDC awards in 2009.

"We are honored to be recognized once again for our materials that showcase Northeast Indiana," John Sampson, president and CEO of NEIRP, said. "But this is really an award for the region. Without its work ethic or business leadership, there would be nothing for us to market to the rest of the world."



The marketing piece was used during a 2009 trade mission trip to Italy, and

was printed in both English and Italian.

NEIRP shared information about Northeast Indiana and nurtured relationships with Italian leaders. The trip reemphasized the importance and productivity of participating in proactive foreign trade missions. Dale Buuck, NEIRP director of business development, found many positive results from sharing the brochure with new contacts.

"The brochure highlighted Indiana's central,

prime location for business, proven manufacturing success, and significant previous direct investment from Italy, along with case studies and testimonials," Buuck said. "This helped me on the trade mission trip to show where Northeast Indiana excels and the brochure was a great leave-behind piece for the Italian businesses to remember us."

The Northeast Indiana Regional Partnership is an economic development organization dedicated to attracting new business investment to a 10-county region. Supported by key public and private partners, NEIRP serves as a single point of contact for businesses looking at the region for potential investment.

ITT Awarded JTRS Software Support Contract

Congratulations to Chamber member, ITT! ITT Corporation (NYSE: ITT) announced that it has been awarded a contract by the Joint Program Executive Office for the Joint Tactical Radio System (JPEO JTRS) valued at up to \$49.5 million. The indefinite delivery, indefinite quantity contract provides Software In-Service Support (SwISS), which includes technical support, enhancements, maintenance and upgrades, for the JTRS Bowman Waveform (JBW).

The JBW provides U.S. JTRS software-defined radios with a waveform that is interoperable with the United Kingdom's Bowman Waveform, supporting secure, networked voice and data for combined operations on the battlefield.

"ITT has been an industry leader in working

with the JPEO JTRS International Program to create communications interoperability between the United States and its allies to support mission success and safety," said Chris Bernhardt, president of ITT's electronic systems business.

The contract covers a five-year period with work being completed by ITT's electronic systems business in both Fort Wayne and Clifton, N.J. The first task order to be awarded from this contract will provide for the delivery of JBW software that meets the JTRS Information Security Criteria.

"As a world leader in the development of



tactical networked waveforms, ITT is a natural fit to be the provider of support for the JBW SwISS program during this time of transition to much more capable waveforms for our forces," said Ken Peterman, president of ITT's communications systems business.

ITT Electronic Systems is a leading supplier of information and electronic warfare (EW) technologies, systems and services that enable mission success and survivability. Key technologies include integrated EW systems for a variety of aircraft, reconnaissance and surveillance systems for air- and sea-based applications, force protection and counter-IED systems, precision landing and air traffic systems for military applications, and under sea systems encompassing mine defense, naval command and sonar systems, and acoustic

sensors. In addition, ITT Electronic Systems produces aircraft armament suspension and release equipment; electronic weapons interface systems, and advanced composite structures and subsystems.

About ITT Corporation

ITT Corporation is a high-technology engineering and manufacturing company operating on all seven continents in three vital markets: water and fluids management, global defense and security, and motion and flow control. With a heritage of innovation, ITT partners with its customers to deliver extraordinary solutions that create more livable environments provide protection and safety and connect our world. Headquartered in White Plains, N.Y., the company reported 2009 revenue of \$10.9 billion. www.itt.com

Downtown Design Meeting Held Oct. 11

The City of Fort Wayne's Design Manual for new downtown development and exterior renovation projects was the subject of a public hearing before the Plan Commission on Monday, October 11. Anyone interested in speaking on either the proposed design manual or the design manual related amendments to the Zoning and Sign ordinances in City Code was welcome and invited to offer input during the public hearing.

Once the Plan Commission makes its recom-

mendation on the ordinance amendments and adopts the Design Manual, City Council will vote on the ordinance amendments as the final piece of the downtown design standards project.

A cross-functional staff team has been working on this project since July of 2009. An advisory group made up of representatives from City Council, the Plan Commission, the Downtown Improvement District, and business and property owners also assisted in the project.

"Mayor Henry recognizes the renewed interest in our downtown as activities and opportunities center there," said John Urbahns, division director of Community Development. "This project addresses the ambience, the character of our downtown development and helps ensure that continued growth is in keeping with the vibrant and attractive downtown we all envision."

Once fully adopted by the Plan Commission and Common Council, the Design and

ordinance amendments will provide design direction and guidance to architects, property owners and developers as well as assist staff and the Plan Commission in reviewing new development and redevelopment projects in downtown Fort Wayne.

Existing development is not affected. Downtown property owners will be notified by mail of the hearing. The proposed effective date for the ordinance amendments is January 2011.



Boy Scouts Celebrate Haunted Castle Grand Opening



The ribbon-cutting ceremony for the St. Vincent's Haunted Castle was on Sept. 23.

Congratulations to the St. Vincent's Boy Scouts on the Grand Opening of the new Haunted Castle! The celebration took place with a ribbon cutting ceremony on Thursday, September 23, 2010 at 7:30 p.m. Following the ribbon cutting, tours of the Haunted Castle were given and live entertainment was provided by Joe Five.

The new Haunted Castle is 7,800 sq ft with another 2,500 sq ft mezzanine for a total of 10,300 sq ft of grand horror! It has 30 different terrifying & scary 'rooms' all surrounded by spooky passage ways! Included are the two infamous slides from the prior Haunted Castle. One slide is 40' long and has a drop of 18'6" and the 2nd one drops 20' and is 42' long.

The event began in 1980 and has grown in such scope & magnitude that the St. Vincent's Boy Scouts are pleased to unveil the brand new building constructed solely for and dedicated to the haunt. This will enable the Boy Scouts to continue one of their greatest endeavors & largest fundraisers. The Haunted Castle & Black Forest were conceived, built, managed, ran & 'haunted' all by volunteers! These volunteers are Scouts, prior Scouts and Scout parents and family members. This massive event helps to teach Scouts life -long skills such as; responsibility, job commitment, team work, follow through and the ability to take an idea to its completion. For more information on St. Vincent's Boy Scouts or the Haunted Castle, visit contact Stacy Digman at (260) 482-1414 or DigmanInsurance@gmail.com.

Japanese Saturday School

The Japanese Saturday School (JSS) at IPFW is the outgrowth of a recognized need in the Fort Wayne business community to provide Japanese language education for the families of representatives of Japanese firms located in the area.

JSS annually enrolls students from kindergarten to middle school who study language and mathematics according to the general curriculum prescribed by the Ministry of Education of Japan, as well as American students of all ages interested in studying the Japanese language and culture.

Recently, JSS has been impacted by the current economic recession and is now working with IPFW and the Fort Wayne-Allen County Economic Development Alliance to increase its supporters.

If you would like more information about the Japanese Saturday School or how to get involved, please contact Keli Funk of the Fort Wayne-Allen County Economic Development Alliance at (260) 426-5568, or kfunk@theallianceonline.com.



An instructor assists students in understanding the Japanese language. Classes are available for everyone from kindergarten students to adults of all ages.

According to recent studies,
antibiotics are 100% more effective
than chicken soup.



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135 Things to Celebrate ... Part IV

This year marks the 135th year that the Fort Wayne Chamber has been serving local businesses. Much has changed over almost a century and a half, but the core of the Chamber's function remains the same – to create a vibrant economic environment by supporting business! Join us as we take a look at 135 little things the Chamber has done, said, or experienced. Don't worry – you won't read all 135 at once. But here's a little taste. You'll find the past mixed in with the present – all contributing to what the Chamber is today.

81. The Chamber represents the voice of business development for Fort Wayne, Allen County, and Northeast Indiana.
82. The Chamber's Graduate Retention program represents 40%-50% of the statewide internship activity on INTERNnet.
83. The Chamber's Air Service Development ensures that the people and products of Northeast Indiana have ready access to the global marketplace.
84. Every year, the Chamber staff participate in Live United's "Day of Caring".
85. This year for the "Day of Caring", Chamber staff painted and landscaped Memorial Park Middle School.
86. A full list of Chamber Members is available online at the Chamber Website.
87. March 1-5 of 2010 was "Chamber Community Awareness Week".
88. Thanks to our dedicated volunteers, the Chamber saw 90 plus businesses join the Chamber in that one week!
89. Leaders Staffing was the recipient of the Golden Ticket grand prize during that week.
90. The Golden Ticket prize package includes a foursome in the Chamber Golf Outing, complimentary tickets to several Chamber events, and one year of free membership.
91. Photos from Chamber events can always be viewed at the Chamber's Facebook page.
92. As of August of 2010, the Chamber had 764 followers on Facebook.
93. The Chamber plans to celebrate its 135th birthday on November 4th in conjunction with the annual meeting.
94. The Chamber promotes not only its own events but also events it sponsors.
95. Various event information is also available on the Chamber's Facebook page.
96. The Chamber has partnered with Navistay to campaign for keeping Navistar and the jobs they create in Fort Wayne.
97. Traffic at the Fort Wayne Airport this August was up 15% from the average
98. The Chamber's Ribbon Cutting package includes photo coverage, media alert, press release, and coverage on the blog and in Emphasis post event.
99. The Chamber celebrates and supports both non-profits and for profit businesses as members.
100. Ribbon cuttings are a perfect way to celebrate business anniversaries, partnerships, expansion, or a business move.
101. Chamber members represent almost every industry in the region.
102. Members and non-members alike can submit events to be featured on the Community Calendar.
103. When featured on the Community Calendar, members are given a direct link to any website that may feature more information.
104. Contact number, address of location, and/or website for more info are all made available if possible on the Community Calendar.
105. The Membership ROI (Return on Investment) is available to all members who wish to better understand all the benefits available to them through membership.
106. With the Chamber, it's always members first.
107. From the smallest organization to the largest business employers in the area, the Chamber acts as the voice of business
108. Chamber members have been given the ability to Get heard, Get help, Get connected, Get closer & Get ahead
109. This past year Mayor Tom Henry dedicated the week of March 1-5, 2010 as Chamber Community Awareness Week.
110. Thanks to Chamber Community Awareness Week, 90 new members were added to the Chamber.



Since 1875 the Greater Fort Wayne Chamber of Commerce has been addressing the needs of local businesses. The foundation for the Chamber was established 135 years ago by a group of like-minded merchants who began meeting to share challenges and solutions. Eventually those merchant groups merged to officially form the Chamber, which became the heart of the business community.

Throughout its history the Chamber has evolved to meet the needs of local business. The Chamber today serves a membership of over 1,700 businesses, acting as a catalyst for economic growth by providing relevant business resources and facilitating strategic connections across business, education, and government. The Chamber remains dedicated to its mission of creating a vibrant economic environment by supporting business, advocating on behalf of the business community, and fostering community partnerships to advance a common economic vision.

The Chamber focuses on five core areas of service:

- Government Affairs - Supports a registered lobbyist who advocates a pro-business agenda locally, as well as at state and federal levels.
- Air Service - Promotes air services to and from Fort Wayne International Airport, ensuring the people and products of Fort Wayne have a global reach.
- Economic Development - Funds the Fort Wayne-Allen County Economic Development Alliance, which markets the area for development by current and prospective businesses.
- Graduate Retention - Facilitates internships and innovative partnerships between educators and local industries to strengthen a highly-skilled workforce for employers.
- Member Relations - Acts as a resource for business development, provides educational, networking, promotional and money-saving opportunities.

The Chamber Birthday Party will take place November 4, 2010 at the Courtyard by Marriott Downtown! RSVP at fwchamber.org.



CEO Roundtable Meet & Mingle

Are you a CEO, top level manager, or decision maker looking for support in a confidential group to help promote success? CEO Roundtables provide timely help and peer-to-peer advice to meet the challenges of managing small to mid-sized businesses. Join other CEOs and Chamber members on Tuesday, October 19 for the CEO Roundtable Meet and Mingle. Dave Kaverman, CEO Roundtable Chair and current CEO Roundtable members will be available to highlight the benefits and rewards of their peer forum. Join us at the CEO Roundtable Meet and Mingle to find out if a CEO Roundtable is right for you!



Connect with the Community

Don't forget to check out the Chamber's recently unveiled Community Calendar. Find the Calendar by visiting the home page of fwchamber.org. The Calendar was designed to provide a one-stop resource for happenings and events in the Fort Wayne community. Whether it's a farmers market or a Philharmonic concert, if it's happening in our community, you can find it on the Community Calendar.

Visitors to the Calendar can submit a question about an event, map its location, and even

submit their email address to have an event reminder notification sent to them for an event they are interested in. Anyone in the community can submit an event, but only Chamber members receive the additional perk of a link directly to their event's Web page.

To submit an event to the Community Calendar, simply visit the Calendar at fwchamber.org and click "Submit a Community Event." Or, email your event information to mmerritt@fwchamber.org.

Lunch 'n Learn: Identity Theft

In this Lunch 'n Learn presented by Salin Bank, join Bob Turgovich, Assistant US Attorney, Andy Gottfried, US Postal Inspector, and Brooks Johnson, Indiana State Trooper as they explain how to prevent being a victim of identity theft.

Attendees will learn about personal identity theft including credit cards, loans, checking accounts, how to monitor employees and protect themselves as employers. Cost for this

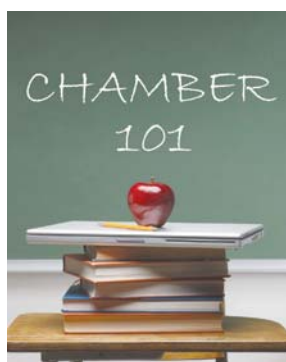


Lunch 'n Learn is \$10 for Chamber Members, \$15 for Non Members and includes a boxed lunch from The Savory Dish. This Lunch 'n Learn will begin promptly at 12 p.m. For more information contact Laureen Voirol at (260) 424-1435, ext 266 or lvoirol@fwchamber.org.

Chamber 101

Whether you are a new member or have been a member for years, join us for a morning of Chamber information on Thursday, October 28.

Learn how your Chamber membership can make you money, save you money, and give you a voice. Hear from Chamber members who have used their membership to grow their business. Meet fellow Chamber members, Chamber Staff, and Chamber Ambassadors and enjoy a free continental breakfast. Please R.S.V.P. by noon on Friday October 15, 2010 at fwchamber.org.



Meet Me @ 5

They say in business it's all about who you know ... they're right! Meet Me @5 is an after-work event designed to create opportunities to build lasting relationships with other Fort Wayne professionals and find out the latest business buzz without being bombarded with sales pitches. October's MM@5 will take place Thursday, October 28 from 5-7p.m. at Windows Doors and More.

Enjoy the evening with networking, hors



d'oeuvres and a cash bar. Admission \$5 for Chamber members, \$10 for non-members.

Win Tickets to the Chamber's 135th Birthday Bash!

On October 22, 2010 a fan of the Chamber's Facebook page will be randomly selected to receive two tickets to the Chamber's black tie optional 135th Birthday Bash on November 4,

2010 at the new Courtyard by Marriott downtown. To become eligible for this drawing, "like" the Chamber's Facebook page at www.facebook.com/ftwaynechamber.

Best Business, CEO, Employee Award Nominations

The Chamber is seeking award nominations for the November 4, 2010 135th Birthday Bash. This event provides the opportunity to recognize great contributions and innovations by large and small businesses as well as CEO's and employees from the Fort Wayne community.

Nomination categories include Small Business of the Year, Large Business of the Year, CEO of the Year, and Employee of the Year.

Small businesses must have been in operation

for at least 5 years and have fewer than 50 full time employees. Large businesses must have been in operation for at least 5 years and have 50 or more full time equivalent employees.

For more information on the nomination process or to nominate a business or individual, visit fwchamber.org or contact Laureen Voirol at (260) 424-1435.

Nominations must be submitted by 5 p.m. on Monday, November 1, 2010.

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