

FOCUS ON BUSINESS

The Merrillville Chamber Monthly Newsletter

JANUARY/FEBRUARY 2010

Volume 30: Issue 1



Merrillville Chamber of Commerce and Greater Crown Point Chamber of Commerce Merger:

Merrillville Chamber of Commerce Members, your Chamber membership investment has just become more valuable. During these tough economic times you will have access to an additional 200 business contacts with a minimal cost. The task force is still dotting the "I's and crossing the T's" and working on the logistics, however we can report that the new board and officers will be announced in February 2010.

The overall response has been very positive and we have received numerous responses from other Chambers congratulating us on the merger and unity of the business communities. The strength that the Merrillville Chamber has in the business sector and the strength that Crown Point Chamber has in the community events will not only benefit current members, but new members and the surrounding areas.

We thank all of our members for their support and ask for their patience as we work through the details. Please do not hesitate to contact me with any questions.

Edward C. Dernulc
Executive Director

UNVEILING - SPECIAL EVENT

On Wednesday, February 10, 2010 there will be an official "Unveiling of the New Chamber". The event will be hosted by NIPSCO at their office in Merrillville from 6:00-8:00pm. Members of the new combined chamber will see the official name and logo and the new Board of Directors will be inducted by Mr. Bill Wellman of Whiteco Industries. All members of the combined chamber are invited to attend to witness this historical event. Refreshments will be served. The February 16th Membership Meeting will be the first merged membership meeting of the new Chamber. See the Unveiling Invitation in this mailing for more

information. Please RSVP by calling the Chamber office at 769-8180.

ANTIQUE SHOW

The first event of the newly merged Greater Crown Point and Merrillville Chambers will be the Annual Crown Point Antique Show which is held in the Industrial Arts Building at the Lake County Fairgrounds. The event will be on Saturday and Sunday, February 27th and 28th this year, from 10am until 4pm. More than 50 antique dealers will present their "treasures" to the loyal attendees who have been attending this great event for many years. Admission is \$4.00 each day. If you attend the show on Saturday, you can save your ticket and admission on Sunday will be half price. For more information, please call the Crown Point office at 219-663-1800.

ANNUAL MEETING

The 2009 Annual Awards Luncheon, Merrillville Chamber of Commerce luncheon, sponsored by The Methodist Hospitals, was awesome! Over 130 members and guests, enjoyed the great food at the Avalon Manor, received or presented awards to special chamber volunteers and networked. Landscape & Architectural Awards were presented by Taghi Arshami, The Arsh Group, Inc. with a video presentation of companies being honored. They were: Sherri Modrak, McDonalds; David Cox, Hilton Garden Inn & Suites; Terri Weems, Town of Merrillville Parks and Recreation; and Greg Drennen, AIA of Lorenz Williams, Architectural firm for the building, accepted the award for Merrillville High School.

Chairman of the Board Service Awards were presented to: Brian Popp, Laszlo & Popp, PC; Skip Bosak, Bosak Motor Sales; Tory Prasco, Burke Costanza & Cuppy LLC; David Lasser, Commercial In-Sites; Doug Smith, ULTRA Foods; Lisa Tatina, Post Tribune; Nancy Camp, Wise Way/Pay Low Food Centers; Carol Kalmar, Pretty Woman & Gentlemen's Touch Hair Salon; Julie Olthoff, VIA Marketing; Sandra Snearly-Vossberg, Sandra J. Snearly Company,

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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 February 2010 Monthly Membership Networking & Marketing Opportunity will be held at Hilton Garden Inn on Tuesday, February 16th. Commissioner John Eckart, Dept of Revenue will be the speaker. The price is \$15 if paid by Friday, February 12th. Make your reservations early - due to the limited seating, this meeting is pre-pay only & members only! Registration will begin at 11:15 with lunch at 12:00noon. There will also be a Member Orientation at 10:30am. All new and current members are welcome.

The March 2010 Monthly Membership Networking & Marketing Opportunity will be held at White Hawk Country Club on March 16th. This will be a Networking Meeting so make sure you have a lot of your business cards and brochures on hand.

On the Fast Track

MERRILLVILLE CHAMBER OF COMMERCE WELCOMES NEW MEMBERS AS OF NOVEMBER 17, 2009 TO JANUARY 15, 2010

MIRICH MEDICAL CORPORATION
Ernest C. Mirich M.D.
8550 Broadway
Merrillville, IN 46410
Ph: 219-769-3550 F: 219-769-8604
Web Site: N/A
E-Mail: mmc@airbaud.net
Medical/Physician

1st ADVANTAGE PHYSICAL THERAPY
Kathy Shone
1516 N. Main Street
Crown Point, IN 46307
Phone: 219-226-1500 F: 219-226-0500
Web Site: fladvantage.com
E-Mail: kshonne@fladvantage.com
Physical Therapy & Rehabilitation

DUNELAND SOLUTIONS, LLC
Dwain Dodson
4508 Thornbury Drive West
Valparaiso, IN 46383
Phone: 219-465-2111 F: N/A
Web Site: duneland-solutions.com
E-Mail: dunelandsolutions@verizon.net
Business Advisory Services

EXPERT PAYROLL SOLUTIONS, INC
Alex Saltanovitz
7428 Calumet Avenue
Hammond, IN 46324
Phone: 219-218-2281 F: 219-937-2820
Web Site: N/A
E-Mail: alexsalt@aol.com
Payroll

TIB OFFICE FURNITURE SYSTEMS, INC
Tib Schultz
GOLD MEMBER
527 Sheridan
Crown Point, IN 46307
Phone: 219-662-2860 F: N/A
Web Site: tiboffice.com
E-Mail: tib@tiboffice.com
Office Furniture
Office Furniture Movers
Office Furniture Installation

ITT TECHNICAL INSTITUTE
David Dock
8488 Georgia St.
Merrillville, IN 46410
Phone: 219-738-6130 F: N/A
Web Site: itt-tech.edu
E-Mail: ddock@itt-tech.edu
Colleges/Universities

RESTORATION MASTER BY MONROE
RESTORATION
Jeremy Davidson
GOLD MEMBER
1155 Marsh Street
Valparaiso, IN 46385
Phone: 219-462-1664 F: 219-922-1899
Web Site: monroerestoration.com
E-Mail: scott@monroerestoration.com
Carpet Cleaning
Fire & Water Restoration
Structure Repair

FIRESTAR, LLS
Paul Rosa/Rexford Polotich
GOLD MEMBER
1126 W. 61st Avenue
Merrillville, IN 46410
Phone: 219-880-7550 F: 219-663-3644
Web Site: firestaronline.com
E-Mail: paulrosa9@aol.com
Fire Equipment Sales & Service
Fire Safety
Safety Training

ELEY-GRAHAM FINANCIAL ADVISORY SERVICES
Richard Graham, CFP®
334 West 84th Drive
Merrillville, IN 46410
Phone: 219-736-6900 F: 219-736-6920
Web Site: egfas.com
E-Mail: rgraham@egfas.com
Financial Planning/Investments/Insurance

TRUE HEALTH CHIROPRACTIC AND REHABILITATION
Dr. Jeremy Turley
2614 W. Lincoln Highway
Merrillville, IN 46410
Phone: 219-769-7787 F: 219-769-7786
Web Site: truehealthchiro.com
E-Mail: N/A
Chiropractors

ACM, Inc.
James J. DePaoli
10769 Broadway
Crown Point, IN 46307
Ph: 219-662-2380 F: 219-662-2384
Web Site: www.acmsgroup.com
E-Mail: jdepaoli@acmsgroup.com
Project Management

MULLEN & ASSOCIATES, PC.
Lloyd Mullen
113 W. Joliet Street
Crown Point, IN 46307
Phone: 219-661-1529 F: 219-661-1528
Web Site: N/A
E-Mail: attorneymullen@gmail.com
Attorney

LUV FOR ANIMALS PET SITTING
Vivian Vallone
1187 W. 132ND Lane
Crown Point, IN 46307
Ph: 219-218-5768 F: 219-226-0907
Web Site: luvforanimals.com
E-Mail: Vivian.vallone@yahoo.com
Pet Sitting

WILD DESIGN SIGNS & GRAPHICS
Ron & Julie Malkowski
9604 W. 219 th Ave.
Lowell, IN 46307
Ph: 219-746-4822
Web Site: N/A
E-Mail: julie@wilddesignsigns.com
Signs

HAYS AND SONS COMPLETE RESTORATION
Darrell Ritchea
GOLD MEMBER
1175 Arrowhead Court
Crown Point, IN 46307
Ph: 219-661-9100 Fax: 219-663-5881
Web Site: haysandsons.com
E-Mail: ritchea@haysandsons.com
Fire and Water Damage Restoration
Restoration/Cleaning
Structure Repair

MEMBER GOLD UPDATES
FIRST FINANCIAL BANK
Andrew Kyres
GOLD MEMBER
11890 Broadway
Crown Point, IN 46307
Ph: 219-226-2062 F: 226-2073
Web Site: bank@first.com
E-Mail: Andrew.kyres@bankatfirst.com
Financial Bank
Banks & Banking Associations
Financial/Bank/Savings & Loan

ULTRA FOODS
Doug Smith
GOLD MEMBER
6110 Broadway
Merrillville, IN 46410
Ph: 219-980-1468 F: 219-980-0022
Web Site: ultra-foods.com
E-Mail: smithd@s-vt.com
Food Grocers/Caterers/Retail Grocery

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PC.; Dr. Tony Lux, Merrillville Community School Corporation; David Novak, Schlyer & Associates, Inc.; Karen Orosz, Ivy Tech Community College of IN; Larry Mudd, Hollady Properties; Shawn Pettit; Town of Merrillville; Anne Van Keppel, Valparaiso University; and Charman Williamson, Peoples Bank.

Chairman of the Board Recognition Awards were presented to Taghi Arshami, The Arsh Group Inc; Bob Becker, Meeting Planners; Beverly Braun, Doctors Choice Home Medical Equipment; Rick Bishop, Merrillville Community School Corporation; Kelly Dooley, Kauffman Chiropractic; Howard Fink, Town of Merrillville; Marsha Coleman, M. Coleman Consulting; Darrell Elser, Emmanuel Lutheran Church; Robin Bradley, BASE Federal Credit Union; Sandy Hahn, Unity Hospice; Sue

Medved, Post Tribune; Maria Guillen, Latin Media; Pat Nelson, Professional Title Services, LLC; Robin Meacham, First Midwest Bank; Margie Cosentino, Radisson Hotel at Star Plaza.

David Novak, Schlyer & Associates, Inc. received the Ambassador of the 4th Quarter award and the Ambassador of the Year Award. The Shining Star Award was presented to Carol Kalmar for all of her help throughout the year and the merger. Many thanks to Brian Popp, Laszlo & Popp for the tote bag gift, Bryan's Florist for the Centerpieces and JDK Enterprises, Inc. for the program.

JOHN J. JANIK AWARD

David Lasser, Commercial In-Sites, the 2009 recipient of the John J. Janik award has been a member of the MCOC since 1987 and has brought in over 77 new members with over

\$25,000 in new dues. David also worked very closely with John J. Janik in the areas of Economic Development and membership recruitment.

He joined the Board of Directors in 1992 and has served as a vice president, Vice-Chairman of Economic Development, the Corporate Affairs-Chairman Elect position and served as the COB from 2002 to 2003 and past Chair from 2004 to 2005. In 2006, he was reappointed as the Vice Chairman of Economic Development and continued to serve until 2009.

BEST OF THE NORTHWEST EXPO

The "Best of the Northwest" Regional Expo is coming soon (think Spring!!) at the Westfield Southlake Mall on Friday, May 14, 2010 from

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10:00am-7:00pm. This is the 2nd year for this location and it has proven to be a great opportunity for large or small companies to have access to all the potential clients that go through the mall in one day. Anyone who is shopping at the mall may also be a decision maker in their company, be related to someone who is and may be a possible new customer too. The variety of stores and shoppers is huge, so they may be shopping for tools, clothes or new glasses, but they'll also see you and your products or services displayed.

2010 REALITY STORESM - MARK YOUR CALENDARS!

The Merrillville Chamber of Commerce Education Committee and Merrillville Community School Corporation will host the 2010 Reality StoreSM "Envision the Future" on Wednesday, March 17, 2010 from 7am to 3pm at Pierce Middle School. The focus of the event is to teach the 8th grade students that the educational choices they make now will have a direct effect on their future career path and financial income. Students arrive with a check book, chosen occupation and live the life of a 28 year old. Chamber and community volunteers participate by working at various tables to help lead the student through their decision making process. AM and PM volunteer sessions will be available, along with a continental breakfast. Brian Popp, of Laszlo & Popp, PC - Attorneys At Law, will once again donate lunch for all volunteers. Please fill out the enclosed Reality Store brochure and forward to the Chamber office, or you may also contact Karla at the Chamber office, 219-769-8180, and let her know of your commitment.

LUPUS AWARD

Phyllis Simko, Executive Director of Lupus was selected by the Indiana Minority Business Magazine staff to receive one of the

2010 IMBM Champion of Diversity awards at a dinner at the Hyatt Regency Hotel in Indianapolis. The IMBM recognizes individuals from throughout the state who have been exemplary advocates of diversity through their workforce or outreach. They recognized Phyllis for making great strides in educating and supporting individuals who suffer from lupus. The mission of the chapter, is **dedicated to finding the causes of and cure for lupus and providing support, services, and hope to all people affected by lupus.** There are support groups meeting at St. Mary Medical Center, Methodist Hospital NLC, Indianapolis and Evansville. The Lupus office is located at 2642 Eleanor St., Portage 46368 or call them at 219-762-6575.

EVERYONE COUNTS!

The United States Census day is April 1, 2010. Questionnaire responses should represent the household as it exists on this day. Businesses use demographic and economic census data to locate retail stores, new housing and other facilities. Every year, the federal government can allocate more than \$400 billion to states and communities based, in part, on census data. The census data will also determine representation in the U.S. House of Representatives and in state and local governments. There are only 10 questions on the questionnaire and it is extremely important that every household and every business is included in the final figures. By law, the Census Bureau cannot share an individual's census questionnaires responses with anyone, including other federal agencies and law enforcement entities. You can make a difference - so be sure your answers are correct. For more information about the 2010 Census, go to 2010census.gov.

CHICAGO STREET THEATRE PARTNERS WITH TUDOR

CLEANING AND RESTORATION

Chicago Street Theatre and Tudor Cleaning and Restoration teamed up for a unique fundraiser late last year. Patrons of the theatre were able to have their carpets cleaned by Tudor during the first week of the month, with 40 percent of the proceeds going directly to Chicago Street Theatre. The 13 customers who participated also were given two tickets to either of the theatre's holiday shows as a premium for participating in the program. The total amount of money raised was about \$1,600. It's always so great when we hear about businesses helping each other. Contact Chicago Street Theatre at: (219)464-1636 or Jim Tudor, Tudor Services at (219)465-6904.

CONGRATULATIONS DR. LUX

The Indiana Association of Public School Superintendents recently presented the 2010 District I Superintendent of the Year award to Dr. Tony Lux of the Merrillville Community School Corporation.

This is the second time that Dr. Lux has received the award. The District encompasses Fulton, Jasper, Lake, LaPorte, Marshall, Newton, Porter, Pulaski and Starke counties. There are 44 Superintendents in those 9 counties. The recipient is selected by a group of peers based on qualifications and accomplishments. One of the seven district winners will represent Indiana in the American Association of School Administration's National Superintendent of the Year program.

NEW POSITION FILLED

Methodist Hospitals is pleased to announce Beth Sullivan as the new Executive Director of Business Development, a newly created position that will ensure the development and achievement of the organizational mission and strategy through the effectiveness of all new business project plans and start-up. Ms. Sullivan will be responsible for coordinating

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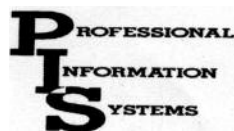
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the strategic planning process, translate the strategic plan into new business opportunities, create program plans with stakeholder input, and develop feasibility analysis and strategies for implementation. Ms. Sullivan has a BS in Nursing as well as a JD with honors and is licensed in Illinois, as a Registered Nurse and is admitted to the Illinois Bar.

CONGRATULATIONS

Spring Mill Health Campus in Merrillville recently received the President's Award for Excellence at the Trilogy Health Services Spring meeting. The award is based on customer satisfaction results from a semi-annual survey that is sent to residents' family members. Spring Mill Health Campus received recognition for their customer satisfaction scores in staff attitude, quality of nursing care, food quality, activity programming and appearance/cleanliness. Spring Mill Health Campus offers a full range of personalized senior living services. For more information contact Executive Director, Marnie Davison or Amy Nikruto, Community Service Representative at 219-756-0744 or visit www.trilogyhs.com.

CORRECTION

We apologize for the error in the e-mail address for new member Melissa A. Reardon, Attorney At Law. Her e-mail address should be: mrrear10286@aol.com. Atty. Reardon's phone is (219) 742-2470 and her office is located at 10049 Somerset Drive, Munster 46321.

AMBASSADOR SIGN-UPS

The Ambassador program is a little different than most committees - they don't usually have meetings, but they attend membership meetings, Ribbon Cuttings and Business After Hours events as often as possible. They are a vital part in our efforts to reach out to our members, to welcome new businesses in the area or new members in the Chamber. They also help us keep our database up to date, by contacting members for new information. Watch for the committee sign-up sheets in the very near future. Everyone is welcome to join the Ambassadors group. Call Cheri at 769-8180 for more information.

CONFERENCE FOR TOP PRODUCERS

Mattison Dilts, corporate benefits financial advisor and Maggie Reister Walters, ChFC, CLU, CLTC, recently attended the MassMutual Financial Group's Leaders Conference in San Antonio, Texas. Reister-Walters and Dilts, part of the Indiana Region, were recognized as Gold Bowl Trophy winners. Only top producers from

MassMutual are invited to attend this prestigious conference. Topics included the unique challenges that business owners face, the latest income protection and asset conservation techniques, and how to prepare for the next Bear Market. WestPoint Financial is a full service independent financial planning firm located in Merrillville, specializing in Business and Retirement planning. For more information, contact Reister-Walters or Dilts at 219.756.3849.

TALTREE ARBORETUM

Winter Tree Identification from 9-11:30 a.m. Saturday, Feb. 27. Identify trees in the winter by discovering the unique characteristics of bark and branch structure. Instructor Jim Hitz, Executive Director at Taltree, suggests participants purchase or borrow a copy of Winter Tree Finder by Mary T. Watts (Nature Study Guild, 1970) in preparation for the class. With the book (about \$5 or less) as companion, Jim will cover descriptions with photos of dormant trees, unique winter characteristics, and field time during which participants will use their book to identify trees on Taltree's grounds. Pruning for the Home Landscape from 1 - 3:30 p.m. Saturday, Feb. 27. Put down the electric shears! Learn the fundamentals of pruning deciduous and evergreen shrubs and trees for your home landscape. Bring hand pruners and dress for some outdoor time, weather permitting. Instructor Chris Aylesworth is employed as horticulturist for the Taltree estate.

CELEBRATING 75TH ANNIVERSARY

An original investment of \$6,140 from 13 local businessmen has grown during the past 75 years, along with the financial institution the businessmen founded, now known as Citizens Financial Bank. Today, Citizens employs 310 people in 23 branches throughout Northwest Indiana and southwest Chicagoland. "Citizens has grown in a linear pattern. We have grown as the communities we serve have grown," said Daryl D. Pomranke, President and Chief Operating Officer of Citizens Financial Bank and CFS Bancorp Inc., based in Munster. "This type of growth doesn't rely on outside lending activities or purchasing deposits. Our linear growth means we are stable and sustainable." Citizens' newest branch recently opened in St. John at the intersection of U.S. 41 and U.S. 231. This corridor is an area of growth, Pomranke said, and the new branch allows Citizens to compete in the St. John market.

APRE MEDICAL SPA

The Zerona system is a low-level cold laser designed to get rid of body fat and shape and tone up the skin without surgery. Results of a

pilot study were presented to the American Society of Lasers in Medicine and Surgery in 2008, and the procedure has received FDA clearance to be used in the United States. The low-level laser helped patients lose an average of 5-6 inches from their waists, hips and thighs in a matter of a few weeks. The Zerona laser works by emitting cold laser energy into the body tissues; this energy is absorbed by the body fat, and the fat is broken down and then channeled out of the body. The laser virtually stimulates the break down and removal of body fat, without affecting the surrounding skin and tissues. For more information, contact Doctors Bisaga and Iwinski at Apre Medical Spa, 219-663-1772.

NEW DISCOUNT PARTICIPANTS AS OF: JANUARY 15, 2010

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Custom Blend Coffee Service

John P. Bushemi, Attorney

Brentwood at Hobart

Goodwill Industries of Michiana, In

Panorama Magazine

A.T. Business Solutions, Inc.

Anglican Church of St. Andrew the Evangelist -

Gold Member

Klawinski's, Inc.

Jan-Pro of Northern Indiana

Laciak Accountancy Group, P. C. - **Gold Member**

Sikorski Wealth Management Group - **Gold**

Member

FirstMed, PC

Send Out Cards - **Gold Member**

1st Metropolitan Mortgage on Rt. 30 - **Gold**

Member

Lexus of Merrillville

Broadway Auto Glass - **Gold Member**

First Location

Sheffield Press

AmeriClean, Inc. - **Gold Member**

Lake County Parks/Deep River Water Park - **Gold**

Member

A. R. Wolak Investigations & Bail Bonds, Inc.

Girl Scouts of Greater Chicago and Northwest

Indiana

Multicultural Wellness Network

De Fib Solutions, Inc.

PowerPlay Audio Productions - **Gold Member**