



ST. JOHN
CHAMBER OF COMMERCE

ST. JOHN CHAMBER OF COMMERCE
9495 Keilman St. St. John, In. 46373

(219) 365-4686

Fax (219) 365-4602

WWW.STJOHNCHAMBER.COM

JANUARY 2012

PRESIDENT'S COLUMN

To begin with, I would like to extend everyone a Happy New Year and truly hope that everyone has a great 2012! Let me be the first to take the opportunity to express the gratitude of everyone at the St John Chamber for your contributions to our success last year. We have all experienced many changes in how we do business, but I am encouraged that better days lie ahead! It is crucial that we try our very best to support our fellow members, whether by utilizing their products or services or simply by a "word of mouth" reference. It has always been the primary focus of the Chamber to help find additional ways to promote and support local businesses, and with the encouragement of all of the members this is surely an attainable goal.



I am extremely excited and honored to have been elected as the president for 2012 and look forward to another successful year with the Chamber. I would like to once again thank Nick Georgiou for a job well done last year representing all of the members as the president of the Chamber and also agreeing to assist while helping me to learn the ropes! I am also pleased to work alongside the additional newly elected officers: Rebecca Nagle, VP, Nick Georgiou, Treasurer, and Cheryl Scott, Secretary. In addition, Larry Miller was also elected to serve on the board of directors. Welcome aboard! The remaining board members, as well as our new office manager, Sue Golec, have been instrumental over the past years in helping lead the organization and we should all be thankful for their continued involvement going forward!

For the coming year, we expect to be actively involved in community programs that represent our desire to give back to the community, such as the Member Directory, Golf Outing, National Night Out, Easter Bunny and Santa Breakfasts, and of course the Annual Corn Roast. In addition, I am confident that the new undertakings in 2011, Banners/Networking Events, will continue and also help spur additional ideas from the fellow members going into 2012 and beyond! We are also optimistic and look forward to helping celebrate the town's 175th Birthday! We have already had some preliminary discussions on ideas for the possible events that could take place and look forward to working in conjunction with the Town of St. John to help make the celebration successful and fun for all ages!

With that being said, Steve Kil, St John Town Manager, will kick off the New Year as our guest speaker on January 11th with insight on what the town has in store for the coming year and also a recap of 2011.

In closing, I want to remind all of you that it is crucial that our members help support all of the events throughout the year and also welcome and encourage any ideas or suggestions that you might have to better enhance current or future events. Our Board of Directors devote many hours organizing and helping make our events successful, and with your help we can make these events even stronger. I am also hopeful that our "Advocates" will continue to attract those businesses that are currently not members as well as the new businesses that decide to call St John home! On behalf of the Board of the St. John Chamber of Commerce, I want to once again thank all of you for your continued support and look forward to serving you as president for 2012.

Sincerely,
Jeremy Gorelick

Introducing.....
2012
Board Of Directors

President —

Jeremy Gorelick, Peoples Bank

Vice President —

Rebecca Nagle, First United Bank

Treasurer —

Nick Georgiou, G&K Development

Secretary —

Cheryl Scott, Standard Bank



Directors —

Margo Babineaux, Meinzer & Babineaux

Barb Gulden, American Family Insurance

Larry Miller, Fagen-Miller Funeral Home

Tim Swallers, Edward Jones

David Vineyard, Suncrest Christian Church

**ROB SUES wins
GEORGENE RESNEY AWARD!**

Nick Georgiou of G&K Development and 2011 President of the St. John Chamber of Commerce, presented the annual Georgene Resney Award to **Rob Sues of Reichelt Plumbing** at the monthly Chamber luncheon on December 14th.

Georgene Resney was one of the founding members of the Chamber and the Award is given annually to a Chamber member showing outstanding dedication and service to the Chamber and the Community.

Rob has played an integral part in several Chamber events and consistently supports the Chamber and Community throughout the year.



***UPCOMING CHAMBER
EVENTS***

**JANUARY MONTHLY
CHAMBER MEETING**

Wednesday, January 11,
11:30AM-1:00PM
Community Outpatient Center
9660 Wicker Av, St. John

Our speaker for the luncheon will be Steve Kil, St. John Town Manager. Steve will provide a wrap up report of the town for 2011 and will discuss some topics for 2012.

The cost for lunch is \$10.00.

Please be sure to contact the Chamber office if you plan to attend! 365-4686

2012 CHAMBER CALENDAR

Mark your 2012 calendars now and plan to join us for the luncheon each month!

Second Wednesday of every month.

January 11
February 8
March 14
April 11
May 9
June 13
July 11— Golf Outing no meeting
August 8
September 12
October 10
November 14
December 12



Elements Salon Spa Retreat Ribbon Cutting

Several Members of the Advocates group attended the ribbon cutting for the Open House at Elements Salon Spa Retreat on December 10th. Barb Gulden, Rebecca Nagle, and Sue Golec assisted while owners Cristina Cisneros and Alisha Kwiatkowski cut the ribbon to their newly remodeled salon while celebrating their first year in business!

UPDATE YOUR MAILING LIST

The Chamber office will discontinue the U.S. Post Office box. Please update your mailing lists for the Chamber office to:

**9495 Keilman,
St. John, IN 46373**



2012 Membership Dues

By now you all should have received your membership invoices. Be sure to review your business information to ensure that all information is correct on our website and in the new 2012 Directory.



The dues are **due by January 16, 2012** and must be paid to include your business in the 2012 Directory. So, don't delay! It's easy and convenient to pay by credit card on the Chamber web site. Just go to the Members tab, click on Membership Application/Renewal and go to Existing Member Renewal. It's quick and easy!

2012 Chamber Directory and Web Site



Our Chamber web site has an average of 16,000 hits each month and our Directory is distributed to over 7,000 addresses in St. John.

Consider listing your business under multiple categories for both the Directory and the web site. Most of you have businesses that provide multiple products and/or services. Adding an additional category on the web and in the directory is only \$25.

A couple of examples:

Sue's Salon has the main listing under "Hair Salon and Day Spa" but they also sell beauty products. Why not an additional listing under "Retail"?

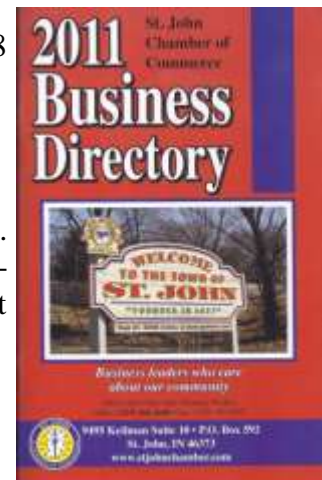
AAA Gift Shop has the main listing under "Retail" but they also sell framed art work. Why not an additional listing under "Art Gallery & Custom Framing"?

For the printed directory, we are continuing the same format as last year; 5-1/2" x 8-1/2" booklet with full color front and back. The directory is published annually and includes:

- Full color front and back
- Color ads available on the inside front and back covers
- All Chamber member's addresses and phone listings
- Advertising available in full page, 1/2 page, 1/4 page, and 1/8 page
- Distributed to every mailing address in St. John
- Publication and mailing will occur in the first quarter of 2012

Ads are available in full page, 1/2 page, 1/4 page, and 1/8 page. There are also four "Premier Ads" which includes two black-and-white full page ads in the Center Section, one color Inside Front Cover and one color Inside Back Cover space.

Contact Sue at the Chamber office for more information!



September 14, 2011

Shari Foreman
Family Flyer
PO Box 1004
Crown Point, IN 46308

Dear Shari,

Family Flyer has earned the CVC Gold Standard Award for 2010/2011 based on your exceptional distribution and readership study reporting.

Last year CVC issued audit data for over 3,500 editions in North America. In 2011 less than 1% of CVC audited titles will earn the CVC Gold Standard Award with top scores in receivership (delivery accuracy), readership (percentage of circulation read), and purchase scores (advertising purchase influence). Your publication is truly the best of the best!

Congratulations to you, your staff, and your community on your phenomenal achievement.

Sincerely,



Tim A. Bingaman
President / CEO

cc: CVC Board of Advisors
Media Buyers, Audit Release





CENTIER BANK RECEIVES STATE RECOGNITION AS “THIRD-PARTY LENDER OF THE YEAR” FOR SBA LENDING

Indianapolis – The Indiana District Office of the U.S. Small Business Administration (SBA) recently recognized lenders that have helped build and support Indiana small businesses. The SBA recognized Centier Bank as “Third-Party Lender of the Year” for its participation in the SBA Certified Development Company loan program.

Centier Bank contributed to 12 SBA 504 loans during the 2011 fiscal year. These loans accounted for \$16,203,478.00 in total projects, and contributed to 8% of the state total of SBA loans. One of Centier’s projects was recognized as the largest project in the history of the state program, totaling \$9,682,991.00. As a result of all of these loans, 160 jobs were created or retained. In total, the SBA guaranteed 1,451 loans totaling \$520,452,700 for Indiana small businesses in fiscal year 2011 (10/1/2010 – 9/30/2011).

“It is always rewarding to be recognized for the hard work we do as a bank, in providing credit and support to the businesses in our communities,” stated Darrell Jagers, senior partner and manager of the lending division at Centier Bank. “This is also a great tribute to our team of lenders and, especially, their support teams.”

As the area’s leading bank in commercial real estate lending, Centier Bank offers the 504 SBA Loan program as an instrument to help local communities grow and develop economically. The program provides small companies with long-term fixed-rate financing for expansion, modernization, and for land and large equipment purchases. In addition, job creation is a defining part of the SBA 504 loan program.

Centier Bank currently has 45 retail banking locations and business banking services throughout Lake, Porter, La Porte, Marshall, and Tippecanoe Counties, including business banking centers in Mishawaka and Fort Wayne and a loan production office in Carmel. Centier Bank was recently honored for its participation in the local SBA 504 program and was named “Bank of the Year” by the Regional Development Company (RDC), and has been named “Best Bank for Business” for the past nine years by the Northwest Indiana Business Quarterly publication.

For more information about Centier’s business banking services, contact our Chamber Member Mark Hill in St. John, 365-0585.