

# MEMBERSHIP

By Location



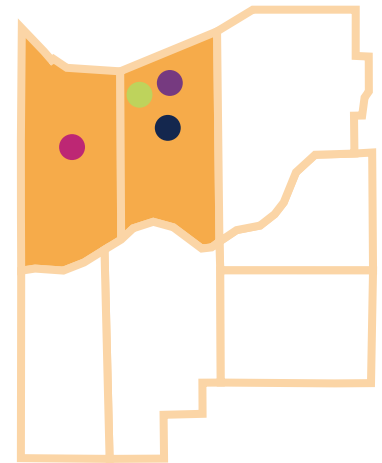
**810** Total Members      **102** New Members

**88%** Member Retention Rate

**89%** Membership Dollars Retention Goal

By Type

- Professional Services **378/46%**
- Retail & Restaurants **136/17%**
- Non-Profits **87/11%**
- Real Estate **85/10%**
- Healthcare **70/9%**
- Industrial & Manufacturing **54/7%**



**623** Valparaiso  
**21** Chesterton  
**17** Crown Point  
**15** Portage  
**103** Other

## VALPO CHAMBER MEMBER BENEFITS



**REFERRALS** 1,000+ MONTHLY CALLS RESULTING IN 5,000+ BUSINESS REFERRALS

**29** AMBASSADORS PROVIDED 21 LEADS FOR MEMBERSHIP AND MENTORED 102 NEW MEMBERS

**TOP AMBASSADOR OF 2019**  
JANET METRAKOS, A1 PROPERTY INSPECTIONS OF GREATER NW INDIANA

**3,151** FACEBOOK FOLLOWERS

**NEWS** 5,000 AVERAGE VIDEO NEWSLETTER VIEWS

**7,778** GIFT CERTIFICATES SOLD TOTALING \$162,746

**31.96%** EMAIL OPEN RATE

## CHAMBER AWARDS



State Level - Communications Excellence Award from the Indiana Chamber Executives Association for Video Newsletters.

# Mission

Serving the needs of all our members and ensuring the quality of life in the greater Valparaiso community by providing the highest quality information, advocacy, networking opportunities and member services.



# Vision

Serving the needs of the business community, while continuing to preserve, enhance, and promote the unique character of greater Valparaiso.



## 2019 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

**Jim Brodzinski**  
Valparaiso University

**Chris Chatfield**  
First Merchants Bank

**Joe Coar**  
Tonn and Blank  
Construction, Inc.

**Dawn Collins**  
Century 21  
Executive Realty

**Stephanie Domazet**  
General Insurance  
Services, Inc.

**Matt Evans**  
RE/MAX Lifestyles

**Bill Higbie**  
Porter County Community  
Foundation

**Karen Hoff**  
Lakeshore Bone & Joint  
Institute  
**Vice-Chair Special Events**

**Jim Johnson**  
Regal Beloit America, Inc.  
**Vice-Chair Manufacturing**

**Dave Karp**  
Anderson Insurance

**Frank Kusbel**  
AM Stabilizers

**Lee Lane**  
Genetos Lane &  
Buitendorp LLP

**Nick Larson**  
Larson-Danielson  
Construction Co., Inc.

**Todd Leeth**  
Hoepfner Wagner & Evans LLP  
**Immediate Past Chair**

**Tom Long**  
NITCO  
**Vice-Chair  
Public Policy**

**Eric Mathisen**  
Ogletree Deakins

**Pat McGinley**  
Teachers Credit Union  
**Board Chair**

**Rob Moreth**  
Walgreens

**Rich Shields**  
Chester, Inc.

**Mary Sudicky**  
St. Mary Medical Center  
**Treasurer**

**Matt Vessely**  
1st Source Bank  
**Vice Chair Member  
Services**

## CHAMBER STAFF

**Rex G. Richards, IOM, CCE**  
President

**Julie Gaskell**  
Executive Vice President

**Kurt Gillins, IOM**  
Vice President,  
Programs &  
Communications

**Danielle Oeding**  
Vice President,  
Sales & Marketing

**Christine Pazdur**  
Chief Financial Officer

**Sue Stymiest**  
Resource Director

**Donna Austin**  
Assistant Resource  
Director

## 2019 PARTNERS

### Platinum

Porter Regional Hospital  
NITCO

### Economic Development

Valparaiso Redevelopment  
Commission

### Gold

Blue Chip Casino  
Hotel & Spa  
St. Mary Medical Center  
Teachers Credit Union

### Silver

1st Source Bank  
BMO Harris Bank  
Centier  
CLH, CPAs and Consultants  
Comcast Business  
First Merchants Bank  
General Insurance  
Services, Inc.  
Horizon Bank  
The Lakes of Valparaiso  
Metro Recycling  
Realty Executives Premier

### Bronze

Anton Insurance  
Blachly Tabor Bozik &  
Hartman, LLC  
Burke Costanza &  
Carberry  
Golden Tech  
Hoepfner Wagner &  
Evans, LLP  
Kankakee Valley REMC  
KIS Branded Specialties  
Kotys Wealth Professionals  
Larson-Danielson  
Construction Co., Inc.  
Marinosci Law Group, P.C.  
Ogletree Deakins  
Peoples Bank  
Pulse Technology  
Rice & Rice Attorneys at Law  
WeCreate Media



162 W LINCOLNWAY | VALPARAISO, IN 46383  
219-462-1105  
VALPOCHAMBER.ORG