

## We're Doing Our Best on Your Behalf

**Y**our membership benefits in the Indiana Chamber are often not tangible. Companies and individuals are putting their faith in our organization and staff expertise to represent their interests in the legislative process and to provide information and analysis – as well as products and services that will help their business prosper.

Continued membership support is one type of feedback that we're doing a good job. Another came recently in an e-mail message from a CEO trying to grow her business in Indiana. It included this excerpt:

*"I know firsthand how valuable our (Indiana Chamber) membership has been in our first year of our start-up company – the 5% reduction in health care premiums, timely offerings of training courses meeting the requirements of our new company, communications that allow us to be up-to-date on laws impacting our business and one-on-one sound business advice from experts in a variety of functional areas."*

As president of the Indiana Chamber of Commerce, that validates for me what I already know to be true – we have an extremely talented and dedicated staff.

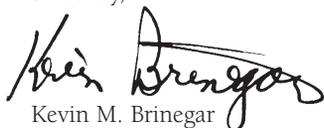
Discovering how to best serve our 26,000 individual members and customers, in addition to the larger business community, is both a privilege and challenge. While we have the pleasure to personally work with various members throughout the state, there are numerous others who we don't have the opportunity to see and talk with in person. We know you're out there – like the CEO above – and hope you're taking full advantage of the benefits available to you.

I'm pleased that many more of you will soon be able to see our Indiana Chamber operation in person. With the opening of the new Indiana Chamber Conference Center in January, we will be able to host the vast majority of the nearly 50 employee training seminars we conduct each year.

The construction of that center (in space formerly held by Simon Property Group) and additional office renovations currently taking place will also allow us to serve you even more effectively.

Only through open communication can we continue to know and meet your specific needs. Thank you to all of our members for their support and I encourage you to stay in touch as we prepare to close out 2006 and look ahead to a promising 2007.

Sincerely,



Kevin M. Brinegar  
President



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To inform and influence

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