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PO Box 95128
Lincoln, NE 68509

Tel:
(402) 474-4422
Fax:
(402) 474-5681

<http://www.nechamber.com>

nechamber@nechamber.com

Editor:
Donald Mihovk

State Chamber & NationJob Provide the Answer to Finding Quality Workers

There is no doubt about it. Our members tell us repeatedly that workforce availability is the number one issue facing them today. Everywhere you turn there are warning signals that the labor shortage will only get worse.

Solving the problem requires proactive and aggressive steps that will allow our members to reach outside of local and state borders. In just a few short years, the Internet has evolved into the most cost-effective and powerful labor recruitment tool available. In short, Nebraska businesses must cast the widest net possible to guarantee a steady supply of qualified workers.

To address this issue immediately, we are pleased to announce that the State Chamber has teamed up with a nationally recognized Internet recruitment service - NationJob. NationJob is the #1 provider of community-based Internet recruitment solutions. Not only does NationJob offer the most experience in community-based electronic recruiting, it is consistently rated as one of the top sites on the Internet. More importantly, NationJob recently received national recognition as the #1 rated site in overall customer satisfaction.

NationJob will be linked to the State Chamber web site. All visitors to our site will have direct access to job listings, company information, etc., in Nebraska. In addition to the Chamber site, job

seekers globally will find Nebraska jobs through NationJob's network of services.

All State Chamber and local chamber members across Nebraska are eligible to participate. Because of our exclusive arrangement, State Chamber members are being offered substantial discounts off NationJob's regular rates. Chamber members that have job openings at their location may place an unlimited number of job listings on the NationJob Network™ web site, which averages over 30 million Internet "hits" every month! Each job listing may be as detailed as the employer wants (there is no length or per line limit). Listing forms are available, but listings are accepted in any legible format via fax, mail, or e-mail. (NationJob does all the work!) Links to corporate home pages are included free! Not only are your jobs posted and promoted on NationJob's main site, but also on NationJob's Specialty Sitesä, P.J. Scout™, and to America's Job Bank, plus links to other directories (Lycos, Infoseek, AOL, etc.).

As a State Chamber member, you may place detailed profiles with your job listings. Again, there is no limit in length, so participants can really sell the benefits of working for your organization. Profiles typically include information about your company's products and services, mission, market, benefits, history and other pertinent facts. ■

Fall Legislative Forums In Your Area

The Nebraska Chamber of Commerce & Industry needs to hear from you this fall as we visit 24 Nebraska communities for our annual Legislative Forums during the weeks of October 1-4 and October 8-10. A special session of the Unicameral to cut the current state budget may possibly be called in late October as a response to lower than expected revenue collections.

This is your opportunity to tell us what's on your mind regarding legislation and to visit with your State Senators who are invited to all Forums in

their districts. The 2001 Opinionnaire will be utilized at each Forum to gauge responses to key issues and positions. The McCook Forum has changed locations to Community Hospital on October 3 at 7:30 a.m.

Times and locations have been finalized by your local chambers of commerce who host the Forums in their community and handle reservations. State Chamber elected leaders and executive staff members will be present to discuss issues and answer your questions. ■



“Looking Ahead to 2002”

Your best friend comes to you and asks you to apply for a “part-time” job for the betterment of your community. This position pays \$12,000 a year, plus some expenses. You will have to understand in detail approximately 850 different issues each year. You will have to spend several days a week away from your home and family. Your full-time job responsibilities will, of course, continue, meaning you will have to spend nights and weekends keeping up if you are self-employed or own your own business. Otherwise, you will have to convince your boss that this is beneficial to the company.

Time away from home will vary. Under normal conditions, you will probably spend about 10 months out of a two-year period balancing this part-time job with the rest of your life. There is the possibility though of overtime and unscheduled work and meetings that would add to that time away.

Oh, by the way, you may have to go in debt to get this job. You certainly will have to raise money, mainly from people you do not know. The time seeking and keeping the job does not count towards doing it. People may even think less of you after you have secured the job than they do now. You will get phone calls at odd hours and letters about issues that you really don't want to get involved in. They might even shout and honk their horns at you.

What do you think? Are you ready to ask your spouse for permission to go for it? Is this friend still your best friend?

This is the sales pitch that will have to be made to recruit at least 25 people to fill the seats that will be up for election in Nebraska's Legislature next year. The job of a State Senator is one that has become more complex, more demanding and more thankless than it has ever been before. Recent revenue declines may also cause some

incumbents to consider not running. With redistricting, some incumbents will have to virtually start over to become known within their district.

The point that I really want to make is how important it is for business people to exert themselves in getting to know their State Senator or in recruiting candidates who understand business issues. Business issues are often complex, particularly tax issues, and it takes time to adequately explain what the unintended consequences of changes can be. As H.L. Mencken said, “for every problem there is a solution that is simple, elegant and wrong.” Uninformed representatives propose more simple solutions than those who have been properly educated.

WHAT CAN WE DO?

Traditionally, the State Chamber-PAC does not start meeting until the election year. This year, your business PAC has already held its first meeting. We are already encouraging pro-business incumbents to stay the course and assure them that we will be there with the resources they need to get re-elected. We are also looking for challengers and others to fill possible open seats who understand how important a strong business economy is to the future of Nebraska. Please be sure to thank your State Senator for the valuable service they are giving Nebraska. The opening paragraphs of this article should demonstrate that they do make many sacrifices to serve in the Legislature.

The legislators who are elected in 2002 will be shaping the business climate in Nebraska for at least the next 10 years. It is too important for us to simply sit back and let events unfold without our involvement. We need to do our research and then help make sure the voting public makes the right decisions in the voting booth. ■

State Chamber Views...

Editorial by
Barry Kennedy,
State Chamber
President

The job of a State Senator is one that has become more complex, more demanding and more thankless than it has ever been before.

Cornerstone Project

The State Chamber has initiated a new membership category — the Cornerstone Member. A member paying a minimum of \$5,000 in dues investment, and the company is near the recommended dues schedule, would be eligible to become a Cornerstone Member. The immediate Past Chairman of the State Chamber serves as Chairman of the Cornerstone Members for a one-year term.

Benefits to becoming Cornerstone Members include costs of seminars covered; all council or Board meeting meals complimentary; two full Annual Meeting registrations at the \$5,000 level; guided tour of Capitol; e-mail legislative reports and newsletters to top people within Cornerstone company.

The key to this program is the recognition of key State Chamber members, doing their fair share, and even more than their fair share (if a smaller company) to help provide additional funding for the Nebraska Chamber of Commerce & Industry to enhance and expand its services to all State Chamber members. Current Cornerstone Members are:

Ameritas	Kellogg's
Blue Cross & Blue Shield	Mutual of Omaha
Cabela's	Nebraska Cable
Caterpillar	NE Public Power Dist.
ConAgra Foods	Omaha Public Power Dist.
Douglas Manufacturing	Pfizer
First Data	Union Pacific
IBP	Vetter Health Services

New Redistricting Maps

The Legislative Research Division has begun printing the latest maps of Nebraska's Legislative Districts, which will take effect for the 2002 elections. The new maps show more detail on the significant boundaries. New Unicameral district maps have some changes, most notably a new Omaha-Blair District 18. The mostly rural northeast Nebraska District 18 was eliminated due to the growth in the Omaha metro-area. The portions of old District 18 have been incorporated into Districts 40, 17, and 16. There have been some shifts in other districts, and a quick look at the maps (including the metro areas of Omaha and Lincoln) will help you determine if your representation remains the same or will change. All even-numbered seats will be up next year.

Members should carefully check the maps which were sent in June to see which district you live in and where your business is. If you have a question about your district, please call the State Chamber office. ■

Institute Photos

At the Institute for Organizational Management in Colorado Springs this summer, two Nebraska Chamber of Commerce Executives graduated. Allan Hale, President of the Fremont Area Chamber, and Kathy Purcell, President of the Sarpy County Chamber of Commerce, graduated from the four-year program designed for chamber execs. Karen Anderson, Executive Director of the Scottsbluff/Gering United Chamber of Commerce, presented gifts to the graduates on behalf of NCCE. ■



Your State Chamber Board

The Executive Council is made up of the Chairman, Chairman-elect, Past Chairman, Treasurer, Six District Vice Chairmen and the President. The Vice Chairmen represent each of the six geographic districts on the Executive Council. Such officers are elected for a one-year term by the full Board. This month, we feature Districts II and V Vice Chairmen.

Brian Hamilton, General Manager of Hamilton Chevrolet-Cadillac of Grand Island, is in his first term as District V Vice Chairman, representing central Nebraska. A native Nebraskan, Brian graduated from the University of Nebraska in 1972. He and his wife, Carey, own three dealerships in Nebraska (Hamilton Chevrolet-Cadillac, Midway Chevrolet-Mazda in Kearney, and Beardmore Chevrolet in Bellevue). They have two daughters and twin grandsons.



Brian Hamilton

An active member of the Grand Island community, Brian has been Chairman of the Grand Island Area Chamber, a Secretary of the Fonner Park Board of Directors, Vice President of the Nebraska New Car and Truck Dealers Association, and a member of the Board of Directors of the Overland Trail Council of the Boy Scouts of America.

John Haessler, President and Chief Executive Officer of Woodmen Accident and Life Company of Lincoln, is a graduate of the University of Nebraska-Lincoln and the UNL Law School. Beginning his career as Counsel at Woodmen in 1962, he was named President in 1982. John is a member of the American Council of Life Insurance Board of Directors and on the Board of the Insurance Federation of Nebraska. He has served the Lincoln community as a Chairman of the United Way, a board member of the Lincoln Electric System, and as Chairman of the Lincoln Chamber of Commerce Board of Directors.



John Haessler

He also serves as a Trustee on the University of Nebraska Foundation and on the Nebraska Wesleyan University Board of Governors. He and his wife, Nancy, have three daughters, two grandsons and three granddaughters.

Wife of Late Senator Will Fill District 41 Seat

Vickie McDonald, the wife of late Sen. Rick McDonald, was appointed Aug. 10 as his replacement to the 41st legislative district seat. Sen. Rick McDonald passed away Aug. 5 after a prolonged battle with cancer. Gov. Mike Johanns said Sen. Rick McDonald's commitment to public service was reflected in his wife. "She cares about the people of Nebraska, and she cares about this district," he said. "Those are the most important requirements of public service."

According to the governor's press release, Sen. Vickie McDonald has worked recently as an investment representative at Commercial Federal Bank in Grand Island. She has also worked with the Grand Island International Visitors Program, the YWCA and the Grand Island Chamber of Commerce. Johanns said he and Sen. Rick McDonald discussed the appointment of his wife to fill his legislative seat. "It was a very easy decision for me to make," Johanns said. Sen. Vickie McDonald said she plans to work on issues related to rural economic development, rural health care, education and teachers' salaries. She will serve through 2002, at which time a special election will be held to determine who will serve the remaining two years of the legislative term. ■

Help Find Member; Win A Trip!

Your help in referring a non-member to the State Chamber can help give you a chance for 2 FREE round-trip airline tickets to wherever Frontier Airlines flies. Named the Best Domestic low-fare air carrier by *Entrepreneur* magazine, Frontier flies nationwide from its Denver hub, with flights from Omaha. From now until next year's Annual Meeting, any referral of a non-member will be given a chance for the tickets; if the referral joins as a member, you will receive another chance at the airline tickets.

There are many businesses that have either not heard of the State Chamber, or simply are not investing in the protection of our business economy. Think of competitors, manufacturing representatives, service providers, or your customers as potential members. We'd like your help in asking them to hire us, just as you have done. Please give us a call if you need a referral sheet...who knows, you could be jetting off for a vacation next spring! Contact James Berringer at 402-441-1111.



Your help in referring a non-member to the State Chamber can help give you a chance for 2 FREE round-trip airline tickets to wherever Frontier Airlines flies.



State Chamber Welcomes "New Members"

Membership in the Nebraska Chamber of Commerce & Industry is an investment in Nebraska's economic well-being. This month, the State Chamber welcomes the following new members and encourages members to consider doing business with fellow Chamber members.

BLAIR

PGLA-1

Kevin Shoemaker

Sponsor: Tom Sasman, Cargill, Inc., Blair

BUCYRUS, KS

Merck & Co., Inc.

Barbara Belcher

DAVENPORT

Village of Davenport

Arlene Vorce

Sponsor: Jerry Worth, SilverStone Group

FREMONT

Hammond & Stephens Co.

Noel Eggebraaten

GRANT

Westview Retirement Community

Tanya McArtor

Sponsor: Jerry Worth, SilverStone Group

HOLDREGE

First National Bank of Holdrege

Kirk Riley

Sponsor: Roger Allmand, Allmand Bros., Inc.

LaVISTA

Benefit Professionals, Inc.

Michael E. Bailey, CLU

LEXINGTON

Fairbanks International

David Fairbanks

Sponsor: Roger Allmand, Allmand Bros., Inc.

LINCOLN

Automated Systems Inc.

Richard C. Perry

Community Health Endowment of Lincoln

Lori Seibel

Sponsor: Jerry Worth, SilverStone Group

Country Inn & Suites

Ronn Sorensen

Midwest Floor Covering, Inc.

Brad Larsen

Sponsor: Jerry Worth, SilverStone Group

Milder Manor

Debra Patty

Palmer & Sons Refuse

Michael Palmer

Sponsor: Suzanne Mahel Tyrrell, MSP Resources, Inc.

Quebecor World Lincoln

Richard Fleissner

The Photo Shoppe

Jerry Grenemeier

OMAHA

CHAD - Combined Health Agencies Drive

Michelle Grossman

Sponsor: Mick Mines, HunTel Systems

IBM Corporation

Kathy Ahrens