



Table Talk

Consultants Roundtable Monthly Newsletter – Jeff Freers, Editor

DISCUSSION MEETING - March 3, 2008

Discussion Chairman Tom Dobson led the group in a discussion of the opportunities and challenges presented by consulting to Non-Profit Organizations. (NPOs) The discussion covered such topics as the number, types, as well as the needs of the various NPOs in the area. The importance of pre-meeting homework, and learning the nature of the organization was discussed, as well the benefits and opportunities that can be realized by networking with the members of the boards of directors.

PROGRAM MEETING - March 12, 2008

PHIL DAMICO - DIRECTOR OF BUSINESS GROWTH
Chamber of Commerce of St. Joseph County

The position that Mr. Damico holds was conceived in 2006 to act as a business/government liaison to increase the awareness of and the participation in the many programs that are available to local businesses. The goal was and is to enable and facilitate growth and expansion. It is funded jointly by the City of South Bend and The Chamber of Commerce, and was based on a similar program in Louisville, KY. In the first year of its existence, Phil personally called on over 300 local businesses as an introductory gesture. The first year was a broad approach, reaching out to businesses of all sizes, and he found that 60% of those businesses were operating at or above 90% capacity. The second year, there is more of an emphasis on the 70% of businesses that are headquartered locally, under the belief that that is where there is the most opportunity for growth. He is and will continue to be available to businesses of all sizes to meet individual needs and explore growth opportunities, as he, the city and the Chamber are aware that 85% of the local businesses have fewer than 10 employees and less than \$6M in annual sales.

APRIL 1, 2008 MEETING - Discussion will be led by Tom Dobson.

APRIL 15, 2008 MEETING - Our speaker is Mark Rutledge, President of TruPay. He and his company are featured in the current issue of the Tribune Business Weekly.

"The reasonable man adapts himself to the world. The unreasonable man persists in trying to adapt the world to himself. Therefore, all progress depends on the unreasonable man."
George Bernard Shaw

"Of all the things that can have an effect on your future, I believe personal growth is the greatest. We can talk about sales growth, profit growth, asset growth, but all of this probably will not happen without personal growth."

Jeff Freers Secretary / TABLETALK Editor
CONSULTANTS ROUNDTABLE