

Q2
2015

The Executive

BUILDING
What Lasts

Executive Strategy

Building Value and Trust—and Georgia

Bottom Line

*Business Success is Being Your
Customer's First Choice*

News & More



The Executive

VOLUME 5, NUMBER 13 — Q2 2015

A Quarterly Publication for
Members of the Gwinnett
Chamber Chairman's Club

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On the cover—Ron Garrard, President & CEO, Garrard Group

From the Sr. VP

VINCE DESILVA, SR. VP, MEMBERSHIP SERVICES



A (Really) Brief History of Gwinnett

When signed into creation on December 15, 1818, Gwinnett County, Georgia consisted of a cluster of agrarian communities. By 1850, Lawrenceville was a thriving metropolis with a census count of 11,257. A cotton mill was founded in 1851 (Union troops burned it in 1864). A railroad line was built through the county in 1871, bringing about the founding of new cities: Norcross, Duluth, Suwanee, and Buford.

The county's first major industry came in 1868 when the R.H. Allen Tannery was established. The Bona Allen Tannery soon followed, which later purchased R.H. Allen Co. Both tanneries made leather goods, harnesses, whips, shoes, and became famous for handmade saddles. During the Depression of the 1930s when a number of farms began to decline, the tannery employed 2,400.

Gwinnett County entered the modern era in 1950 when the U.S. Congress authorized the construction of Buford Dam to provide hydroelectric power, flood control, water supply, navigation and recreational facilities.

For three consecutive years, 1986 through 1988, Gwinnett ranked as the fastest growing county in the U.S. During that period, voters passed the 1986 bond issue, and the 1985 and 1988 one-percent special purpose local option sales tax (SPLOST)—mechanism developed for providing funds for significant capital investments. The late 1980s witnessed a dramatic increase in the County's road construction program, the development of a countywide Parks and Recreation system, construction of the Gwinnett Justice and Administration Center, renovation of the historic courthouse, construction of new public libraries and other capital improvements.

Growth slowed during the recessions of 1990 and 2007, but the influx of new residents and businesses continued. The county's population in 2010 stood at 805,321, an increase of more than 216,000 residents from the 2000 count of 588,448. The 2030 Gwinnett County Unified Plan projects the county will reach a population of just over one million residents by the year 2030.

Why this incredibly brief history of the place we call home? Because it's important to remember where you've been in order to see how far you've come. As Dr. Kaufman likes to say, hope is not a method. Thoughtful and deliberate action is required to build a community like ours. Read on to learn about a few of our Chairman's Club organizations that are building Gwinnett.

Sincerely,

A handwritten signature in blue ink that reads "Vince DeSilva". The signature is fluid and cursive.

Vince DeSilva

Founded in 1993, Gwinnett County-based Garrard Group offers single-source real estate development and construction services to clients for projects in the retail, restaurant, office, medical, financial, faith-based, government, education and industrial markets.

Garrard Group's company motto, "Building What Lasts," is demonstrated by the partnership approach it takes to business, and it is the reason that the majority of the company's business comes from satisfied, repeat clients.

us over the years. I still tend to think of us that way regardless of what family members are actually working here because our team behaves like a big family," said Garrard. "I feel a tremendous sense of responsibility to my employees, and I think they also feel that way for each other. If you are ever in our office for any period of time you will most likely hear a lot of laughter, which is proof that we all genuinely enjoy spending time with each other."

The company values—to deliver, grow, steward and serve—define how the

BUILDING What Lasts



GARRARD

*"I was previously active in the Cobb County Chamber of Commerce, so I already understood the importance of a healthy and active Chamber of Commerce. We joined the Gwinnett Chamber when we relocated our business to Lawrenceville, and are now located in Duluth practically across the street! The Chamber has created ample opportunity for our team to network and create connecting points with key leaders in our community. Our membership in the Chamber has provided professional and personal growth training for our employees, which benefits the overall health of our organization. Most importantly, I think the personal relationships that I have developed through active involvement have been invaluable to our growth and sustainability as a company."
—Ron Garrard, celebrating Garrard Group's 20-year anniversary of membership in the Gwinnett Chamber*

Client relationships, quality service and community

"I think it boils down to two things: relationships and adaptability. First, you have to work hard to gain new relationships and to maintain the ones you have. The key to that, I think, is being trustworthy and dependable—basically, doing what you say you're going to do," said founder & CEO Ron Garrard.

"The second point is that you have to be flexible and willing to adapt. As anyone can attest, our economic climate has shifted substantially from twenty years ago, and we have expanded our services over the years to reflect those changes. We are constantly trying to add value for our clients and anticipate not just what their needs are, but what they will be in the future."

Garrard Group has grown and expanded its offerings to include program management and real estate development services.

This diversification—combined with a team of industry veterans who carry extensive expertise in real estate development, program management and construction—allows Garrard to deliver single-source solutions to clients.

"In the past we have referred to Garrard as a family-owned business because I grew up in a family-owned business and several of my family members have worked with

business operates. A dedication to Building What Lasts extends beyond projects and into the communities where employees live and work. Garrard Group has built homes with Habitat for Humanity, participates in Gwinnett Clean & Beautiful's Adopt-A-Road program, and is a staunch supporter of the Gwinnett Medical Center Foundation and Leadership Gwinnett, as well as the Gwinnett Chamber.

"My faith has shaped the importance to me of doing things that have eternal value, and our corporate mission of "Building What Lasts" is a direct reflection of that. I am very fortunate to have a team that shares that perspective and puts it into practice daily through the way they treat each other, the way they deliver quality for our clients, and the way they serve their communities, including Gwinnett," said Garrard.

"A few years ago, our leadership team went through an exercise as part of a rebranding effort for the company. We shifted our vision to being more than just a contractor, and we added a build-to-suit development arm to the company. Even though our mission "Building What Lasts" has a strong construction implication, we decided to keep it the same because the desire to cultivate what has lasting value hasn't changed for us." ♦



Community Action

Contractors Driving Change

BY: CHAD MCLEOD, DIRECTOR, BUSINESS DEVELOPMENT, BALFOUR BEATTY CONSTRUCTION

With the demands of today's consumers and the pace at which technology drives response, most businesses have had to make continual adjustments to stay relevant. Innovation helped businesses produce faster, with an eye on quality, while enhancing the "user" experience.



Balfour Beatty
Construction

Traditionally, that drive towards innovation was thrust upon the construction industry, not driven by contractors. It trickled down through ideas sparked by the architecture community and requirements outlined by our clients' desires to meet sustainability and financial goals.

Today, the nature of the construction industry is changing, and a major driving force behind this change is the ever increasing demand for real solutions. We ask ourselves: *How can we eliminate waste and drive out*

inefficiencies to get it done faster and better? How can we enhance the quality and experience without increasing the cost? These conversations are resulting in a new approach to thinking and behaving that begins well in advance of the delivery phase of a project.

Let's face it; the average general contractor can build a building. However, the way we align with our

clients' needs and goals, leverage processes, tools, team experience, and state-of-the-art technology is what differentiates a 'typical builder' from a 'trusted advisor.' Developing those solutions begins analyzing project well in advance of actually putting a shovel in the ground. As an industry, we are getting involved early to help owners and design teams better incorporate efficiencies and

design/construction alternatives into the planning process. We are constantly looking at our industry's best practices and analyzing proper application of new techniques such as pull planning, lean construction techniques, safety, technology, off-site fabrication, green energy retrofit, and sustainability. In addition, we understand that our clients sometimes have project needs that require funding solutions such as Public Private Partnerships (PPP) as alternate financing options that allow for project execution without the upfront investment.

Deciding to step out of the "business as usual" mentality, which often plagues the construction industry, is certainly not revolutionary, but I'd like to think of it as *evolutionary*. Regardless of your business, recognizing the needs of your clients and developing solutions that are creative, efficient, and innovative will set you apart as a valued partner—not just a provider—in the ever-changing and competitive services industry. ♦



REGIONAL BUSINESS AWARDS

Presented by **BB&T**

WEDNESDAY, MAY 13
@ GWINNETT CENTER

Register to attend!

Join us as we celebrate premier organizations in top industries that are driving job creation and economic development, while enhancing our quality of life.

IMPACTBUSINESSAWARDS.COM

Hosted by **Gwinnett Chamber**

Chairman's Club **New Members**



A&D Foods
Terry Willis
President & CEO

A & D Foods first opened its doors for business in 1994, and has since dedicated itself to producing, importing, and delivering the finest frozen seafood products. A & D sources selections from around the globe to develop consistent procurement strategies that provide a specialized assortment of product.



Alimena Limousine
Eric Alimena
Owner

Alimena Limousine is a professional, reliable luxury limousine and transportation service in Atlanta that takes great pride in customer service and quality. Alimena takes great pride in its vehicles, ensuring they are always immaculate and very well-maintained, and believes in hiring exceptional people first and then training them to the highest level of professionalism and customer service.



Cirrus Business Group
Chris Reese
President

Cirrus Business Group was formed to help organizations create true shareholder value and be great places to work. Cirrus does this through creating clarity, alignment, effective teams, and effective systems. It calls its process "Business Optimization"—building great organizations that deliver for employees, customers and shareholders.



Georgia World Congress Center Authority
Frank Poe
Executive Director

The Georgia World Congress Center Authority oversees the operation of the Georgia World Congress Center, the Georgia Dome, Centennial Olympic Park, and related facilities, all of which host major sporting and entertainment events that strengthen the state's economic growth.



Glover Wealth Management
Gary Glover
President

Glover Wealth management is a boutique, independent advisory firm serving first generation wealth creators and entrepreneurs. Our investment philosophy is firmly rooted in identifying assets that provide rising income over time. We believe depending on assets to provide an income stream makes more sense than depending on asset appreciation to fund a successful retirement.



Jordan & Skala Engineers, Inc.
Charles Jordan
Principal

Jordan & Skala Engineers, Inc. is a leading mechanical, electrical, plumbing and structural engineering firm with regional design offices located throughout the United States. Founded as a corporation in 1953, the firm has built a national client base by utilizing its considerable technological and personnel resources to deliver innovative designs on time and within budget.



Kennesaw State University, Coles College of Business
Kathy Schwaig
Dean

The Michael J. Coles College of Business at Kennesaw State University is the second largest business school in Georgia, offering 12 degree programs to more than 5,000 students. The College's part-time MBA program was ranked first in the state among public institutions and 22nd in the nation by *Bloomberg Businessweek* in its 2013 business school rankings, and among the country's top 50 programs by *U.S. News & World Report*.



Law Office of Michael J. Levengood
Michael Levengood

The Law Office of J. Michael Levengood, LLC represents clients in a wide variety of legal matters including commercial litigation in Georgia state and federal courts, mediations and arbitrations, corporate governance and transactions, wills and trusts, probate and administration of decedents' estates, workouts and all aspects of corporate and individual business bankruptcy reorganization cases.



Peak Harvest Coaching
Michael Bryant
 Chief Cultivator

Peak Harvest Coaching is a leadership development and coaching firm founded on cultivating the soil of leadership. Peak Harvest is committed to personal and organizational growth through training workshops and coaching programs. It can customize a program designed with your or your organization's unique opportunities and potential as the foundation for the plan.



Pritchard & Jerden, Inc.
Jon Nordin
 Executive Vice President

Pritchard & Jerden is a privately owned risk management and insurance services company founded in Atlanta and serving clients with operations worldwide since 1960. Pritchard & Jerden offers a number of products & services to meet the needs of both business and families alike.



Spectrum Staffing
Kathy Hargrove
 Managing Partner

Headquartered in Duluth, Spectrum Staffing is one of the leading technical manufacturing focused staffing firms in Georgia. Founded in 1999, the Spectrum team has maintained the values that quality matters more than quantity and that a little extra effort on the front-end, saves a lot of time on the back-end.



Standard Pump Inc.
James Murphy
 Director of Sales

Standard Pump Inc. is a premium manufacturer of drum pumps, air-operated double diaphragm pumps (AODD), and metering systems serving the chemical drum pump, sanitary and automotive industries. As a leading pump manufacturer, Standard Pump is known for a commitment to quality, safety and innovation.



Wealth Horizon, Inc.
Jerri Hewett
 Founder & Principal

Wealth Horizon, Inc., is an independent, boutique investment advisory firm specializing in wealth management and comprehensive financial planning. With a mission is to provide financial leadership and stewardship to clients on a customized and personalized basis, its belief is that everyone's financial situation is unique and must be looked at on a client-by-client basis.



World Financial Group, Inc.
Joe DiPaola
 President & CEO

World Financial Group, Inc., seeks to help build and protect wealth for families and individuals from all walks of life. WFG offers the best and broadest range of solutions, as well as financial training to help clients understand how their money works. Helping people is one of WFG's core values and an integral part of its culture.



Tuesday, May 26
TPC Sugarloaf Country Club

Presented by



SUGARLOAF

Registration now open!
Contact your Membership Representative.

The Executive Edge

Question & Answer Session

WITH RODDY STURDIVANT, FOUNDER, RODDY STURDIVANT ENTERPRISES

Since forming his first business in 1964, Roddy Sturdivant has been actively involved in many areas of the development and growth of Gwinnett County. As the founder of Roddy Sturdivant Enterprises, he has developed residential, commercial and industrial properties, as well as buying and selling real estate and home building. His primary companies, RSE Grading Company, Inc., RSE Realty, Inc. and Lilburn Developers, Inc. are well known in and around the metro Atlanta area.



Roddy Sturdivant has been and remains a strong supporter of a successful Gwinnett County. He has served as an integral part of the Gwinnett Chamber of Commerce Board of Directors and is a dedicated Chairman's Club member. In addition to the roles played on various boards and organizations throughout Gwinnett County, Roddy Sturdivant is an active supporter of several charitable organizations.

Q: What have you learned in your 51 years as a business owner in Gwinnett?

A: First, let me say there are many great folks living and doing business throughout Gwinnett County that I have had the privilege of working with and consider personal friends. For the past half century I have experienced firsthand the growth and changes of Gwinnett from a rural landscape of about 10,000 residents to now approaching 1,000,000 folks countywide. I have learned there are many challenges and solutions that can arise from such enormous growth. That's why it is necessary to have a strong network of leadership professionals to guide the way to a stable and profitable

steady future. We are all fortunate to have this leadership here in Gwinnett County.

Q: Why do you so strongly support the growth and development of Gwinnett County?

A: I was raised in Gwinnett County and have been a lifelong resident. I strongly believe in the foundation for opportunities that the leadership of our county have put in place and provided

for our youth—to better secure a stable and prosperous future for all. I challenge the next generation of business owners, entrepreneurs, educators, community leaders and mentors to strive to continue that rock solid foundation that our community deserves.

Q: You have also contributed time, energy, and capital to the youth in Georgia, specifically getting in outdoorsman activities such as livestock and archery. Tell me a little about that.

A: There are several organizations geared toward the youth I feel strongly about. Jake's Day is an annual event that takes place at my farm. About 75-100 kids enjoy archery, fishing, shooting, and learn very important outdoorsman safety. I support the youth group at my church, Salem Baptist in Lexington, and in 1998 established an Education Trust Fund for kids who are members and I am proud to have assisted more than 54 students in completing their college educations so far. I also host an annual "Father/Son Dove Shoot" at my farm, and have sponsored and mentored many boys and girls with 4-H steer shows and other 4-H related activities over the years.

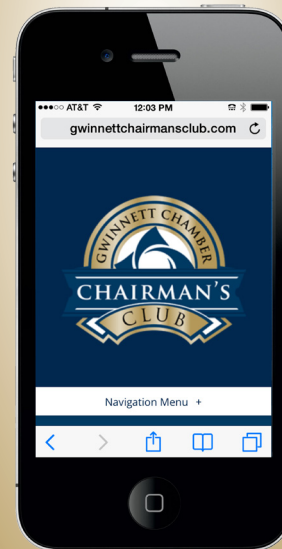
Q: Why did you join the Gwinnett Chamber Chairman's Club, and what benefits have you seen from membership?

A: I have been a member of Gwinnett Chamber Chairman's Club since its inception and encourage others to join. The Chairman's Club provides a way for us all to meet and work with the leadership within our community who are so important to our county's future. The funds being charged for membership are used to support Gwinnett's growth. ♦

CHAIRMAN'S CLUB DIRECTORY

View the entire Chairman's Club Directory online! It is now mobile-responsive.

For login credentials, contact your Membership Representative.



GwinnettChairmansClub.com

Executive Strategy

Building Value and Trust—and Georgia

BY: DOUG DAVIDSON, PRESIDENT, NEWSOUTH CONSTRUCTION

As New South Construction approaches its 25th year in the industry, I was assigned the task of digging up photos and archived documents from our first year. As I leafed through the typewritten pages of our 1990 business plan, a myriad of hand-written notes and sketches for our logo, I was pleasantly reminded of the Company Purpose: “Customer satisfaction



and client relationships will be the strong point of New South... our success will hinge on repeat business and creating a reputation for quality construction...” We have achieved exactly that—over 70 percent of our work is repeat clients, and we continue to do business with our initial clients, including Coca-Cola and Delta Air Lines.

to the success of our company and everyone involved. This is more than a commitment to get the job done on time and on budget. We are committed to the privacy of our clients—after all, Coca-Cola trusted us to build The Vault, which holds its secret formula at the World of Coca-Cola!

and client relationships will be the strong point of New South... our success will hinge on repeat business and creating a reputation for quality construction...” We have achieved exactly that—over 70 percent of our work is repeat clients, and we continue to do business with our initial clients, including Coca-Cola and Delta Air Lines.

1. Relationships: In our original business plan, we focused on building relationships. We still do. Solid relationships are built on trust and that means following this rule—“Do what you say you’ll do, when you say you’ll do it, and do it right the first time.”

“We are committed to our clients and their projects, as well as to the success of our company and everyone involved. This is more than a commitment to get the job done and on time and on budget.”

Our team strives to exceed expectations on the job and in our communities. As a result, our relationships with clients are stronger than ever. Our clients know that when we’re on the job, we not only want to build a great project, but we also want to create a quality environment for their staff and visitors.

2. Commitment: We are committed to our clients and their projects, as well as

I will always remember when we were in the middle of a project at Wesleyan, back in the 90’s when the tornados ripped through Gwinnett County, causing damage everywhere. Without even asking, we had crews come to Wesleyan after they worked a full day on their other projects to help make repairs and keep that important project on schedule for the school opening that was right around the corner.

3. Opportunities: In our early days, we seized each opportunity to work within our target industries. Those opportunities have led to nearly 25 years of relationships with the largest companies in the Southeast. However, project opportunities aren’t the only measure of success for New South. Our team members are given opportunities to develop professionally in our industry and grow in their role. We have team members that began as executive assistants, and now are shareholders of New South.

Through these opportunities, we’ve managed to develop and keep the hardest

working team in construction, while also having team members push our firm to be a leader in innovation and technology.

We recently unveiled our Vision 2020, which highlights our mission, vision and goals for our company. Even though it’s a new document, the values are the same, and following these values has led to us being named a “Best Place to Work” recently by the *Atlanta Business Chronicle*. Through relationships, commitment and opportunities, we continue to successfully build value, build trust and build Georgia. ♦

MARK YOUR CALENDAR

Chairman’s Club Reception

Thursday, June 11

5:00–7:00 pm

Location TBD

Sponsorship of this event is still available. Contact Donna McBee for more information: dmcbee@gwinnettchamber.org.

June						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

Line BOTTOM

Business Success is Being Your Customer's First Choice

BY: ANTHONY W. PARKER, PE, PRESIDENT, POND & COMPANY

As the economy continues to pick up momentum, so does the competitive marketplace. Now more than ever, it's important for service-based companies to become their customer's first choice. Becoming the *trusted advisor* that a client will call upon again and again can take years to cultivate. Pond & Company has built a business environment where becoming a customer's first



Architects ■ Engineers ■ Planners

your company goals reflect the needs of your clients, or directly align with their overall mission. Motivate your internal teams to learn and embrace the goals of their clients. Proper motivation will inspire clear direction,

progress and growth. Repeat business calls

choice is woven into every vision and strategic plan developed. With nearly 50 years of experience in the professional services industry, here are a few valuable lessons Pond & Company have learned along the way:

As consultants, we are problem solvers first and foremost. The value a consultant brings to the table is the experience to identify the needs or hindrances that stand in the way of a client's goal, then apply the expertise to effectively solve the issues. Knowing how to make clients consistently successful at their mission is a critical core competency for all consultants.

Be an innovator. Touting the ability to produce "on time and on budget" results is commonplace in the industry, but is quite boring from a marketing standpoint. Many consultants make on-time and on-budget promises; however, not all deliver on the promise, leaving clients skeptical of these generalist claims. Instead, look to differentiate your company and services from the pack. Invent different ways to deliver services which can separate your company from the competition.

Becoming a client's first choice starts from within. A firm needs to believe in and embrace a client's mission in order to be considered a first choice. Ensure

happen when clients feel the consultant team is sincerely invested in the success of the project.

"Zipper up" for success. Strengthen business relationships by "zippering up" to client organizations. Zippering is the process of creating relationships with clients up and down their organization. When a consultant is zippered with a client, they can develop better solutions by asking appropriate questions on different levels throughout the organization. A well-zippered client relationship is strong and can be helpful in weathering rough times during projects.

Always move forward—never grow complacent. As service providers, we should never become complacent with the quality or level of service being provided. Provide your clients with opportunities to rate the team's performance, possibly through a third-party independent review. An unbiased review provides clients an open forum to speak candidly about what makes your company, service or product successful, or most importantly, what requires immediate attention.

Stop and listen. A great barometer to measure service quality is visiting with clients to discuss products or services provided by your company. Take time



The Southface Eco-Office, a functional office, resource center, and educational facility, presents the latest green construction techniques in a commercial office building setting. Pond worked closely with the client, architect and civil engineer to develop elements of the site and landscape that emphasize the synergy of distinct practices working together.

to listen and discuss the benefits and drawbacks of the services provided, then share the insight with your team. The research also shows clients the level of commitment and care about their business and the solutions provided. The road to becoming a trusted advisor is not just celebrating the good—it's addressing the bad and the ugly as well.

We have found that our clients are not looking for off-the-shelf or prototypical solutions from a consultant. Instead, they seek a vested partner for the journey; a partner that will keep their projects on the right path and moving forward to a successful conclusion. This mindset must be at the core of your firm's values, and the buy-in must come from every employee. Investing time and effort into a relationship to truly know the client and embrace its mission is what will set your firm apart from the competition—it's what will empower you to become your customer's first choice. ♦



Are You Ready for Healthcare Reform?

BY: BRETT LATOURETTE, PURCHASING ALLIANCE SOLUTIONS, INC.

In 2013, many employers renewed their existing group health insurance plans or chose to renew early to avoid moving to an Affordable Care Act-compliant plan. With the arrival of 2014 renewals, many employers are getting their first exposure to the new Affordable Care Act (ACA) Plans and are seeing the effects on their premium. Most insurance carriers are giving you the option

to renew your old plan for another year or move to an ACA-compliant plan option.

What do you do? Do you simply base your decision on the premium? What about the out-of-pocket costs to your employees? Are there more affordable options available?

Healthcare reform has forever changed the health insurance marketplace and has caused a great deal of confusion. However, out of chaos comes innovation. New opportunities and solutions are available that have not been in the past.

A great example of such innovation is the growth of telehealth services. Telehealth is basically a physician on call. To help offset increasing deductibles and copays, you can give your employees phone or video access to a board-certified doctor 24 hours a day, 7 days a week, 365 days a year. Physicians can even prescribe medications, when needed. Employees can avoid an expensive urgent care or ER visit for non-emergency care and never have to leave home or the office. Employers win with reduced absenteeism and greater productivity and employees don't have copays or deductibles to satisfy. Today,



Purchasing Alliance SOLUTIONS
 Aggregate Markets • Consolidate Products • Expand Benefits

more than 50 percent of large employers offer their employees a telehealth solution and now it is available to businesses of all sizes, as well as to individuals.

One of the main reasons that premiums for ACA plans have increased for employers with fewer than 50 employees is due to community

rating. Generally speaking, everyone pays a similar amount regardless of age or health status. As a result, new level-funded plans have been introduced for employers with as few as 10 enrolled employees. These plans allow for medical underwriting and more flexibility in plan design and can provide significant savings to employers with healthier than average employees. If claims are low, there is a potential for a return of the unused premium dollars to the employer after the plan year ends. Additionally, these plans are not subject to many of the taxes and fees that have been imposed by healthcare reform.

Increasingly, employers are raising deductibles and reducing benefits in order to continue to provide health insurance for their employees. Unfortunately, high out-of-pocket costs can make healthcare unaffordable for many, causing them not to seek care when needed. By using secondary insurance in the form of an innovative medical bridge product, employers can elect a high deductible plan and use some of the savings to provide secondary insurance and fill in the "gaps." This solution gives employees first dollar

coverage for inpatient and outpatient care until they satisfy their primary insurance deductible. Now, employees are healthier and happier because their healthcare is affordable. Your employees have better benefits at a lower price and have satisfied the individual mandate requirements. And employers realize premium savings and improved employee satisfaction.

Lastly, healthcare reform has created many new rules and requirements and employers will need to comply. Limits on waiting periods, changes to pay-or-play rules, exchange notices, annual out-of-pocket maximum changes, W-2 reporting, ERISA compliance, and the list goes on. The barrage of new information, new compliance requirements and changes to rules and regulations can be overwhelming to employers. It is critically important to align your business with an insurance broker professional to help guide you so that you can be prepared for healthcare reform.

Other services to consider are ACA compliance, human resources outsourcing and payroll services from qualified partners. Even mobile applications to help save 15-60 percent on prescriptions are available to chamber members as well as discounts on other types of coverage.

These are just a few of the many new solutions and strategies available to members through your Chamber of Commerce Healthy Business Alliance program. By partnering with experts you can reduce your burdens and be prepared for healthcare reform, and get back to running your business. ♦

UPCOMING Events



GwinnettChamber.org/events

UPCOMING EVENTS

May 13

IMPACT Regional Business Awards

Time: 11:30 a.m. – 1:30 p.m.

Location: Gwinnett Center

Cost: \$55

May 19

Partnership Gwinnett's Annual 'Learn from the Best' Forum

Time: 7:30 – 9:30 a.m.

Location: Gwinnett Technical College,
Busbee Center

Cost: Chamber Members - \$12;

PG Investors or Manufacturing Council
Members - \$10

May 19

**Women's Wine Tasting
Business Connection**

Time: 5:30 – 7:30 p.m.

Location: Duluth Town Green

Cost: Chamber members - \$40

May 21

Business After Hours

Time: 5:00 – 7:00 p.m.

Location: Heritage Golf Links

Cost: Free for Chairman's Club members

June 18

Business After Hours

Time: 5:00 – 7:00 p.m.

Location: Cornerstone Coworking

Cost: Free for Chairman's Club members

August 1

Button Down Dash 5K/10K

Time: 6:30 a.m.

Location: Gwinnett Chamber

Cost: Individual & Team registrations
available

August 20

Business Expo & Job Fair

Time: 1:00 – 5:00 p.m.

Location: Gwinnett Center

Cost: One Complimentary Seat for
Chairman's Club

August 20

General Membership Meeting

Time: 11:30 a.m. – 1:15 p.m.

Location: Gwinnett Center

Cost: One Complimentary Seat for
Chairman's Club

2015 CHAIRMAN'S CLUB EVENTS

May 26

**Annual 'Swing Into Spring' Chairman's
Club Golf Outing**

Time: 8:00 a.m. – 8:00 p.m.

Location: TPC Sugarloaf

June 11

Chairman's Club Reception

Time: 5:00 – 7:00 p.m.

Location: TBD

September 10

Chairman's Club Reception

Time: 5:00 – 7:00 p.m.

Location: TBD

*For more information on upcoming
Chairman's Club events or to request
sponsorship information, please contact
dmcbec@GwinnettChamber.org.*