Welcome to our fifth edition of “What’s going on at HOME” a monthly newsletter of the Hawkinsville-Pulaski Chamber of Commerce. This newsletter will feature news and happenings in and around our community. If you have an article that you would like to share with the community, please feel free to submit it to the Chamber office. Deadline for submission to be included in the next newsletter will be February 14, 2020. It can be dropped by or emailed to info@hawkinsvillechamber.org

Happy New Year!

I recently heard a speaker that said, he started thinking about beginning the new year and about what his vision for 2020 would be for his life. When he thought of the word vision and 2020 together, he thought of having PERFECT eyesight or 2020 VISION. So he thought that 2020 was the perfect time to get FOCUSED on what really mattered in life.

No one knows what the future holds, but we can strive to live happier and healthier lives this new year and love our neighbor as we would ourselves.

It takes 90 days to form a habit, why not commit to forming a new habit in 2020 to be kind, generous and giving of yourself. You never know what joy it will bring to YOUR LIFE. One way to do that is to get involved in the community, be part of the solution, not the problem. Take part in seeing our community turn the corner to a better place. Together we can make a difference. — Sandy

GOLD Members

TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Article</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Happenings</td>
<td>2</td>
</tr>
<tr>
<td>Think of the 3-Legged Stool</td>
<td>2-3</td>
</tr>
<tr>
<td>Job Opening</td>
<td>3</td>
</tr>
<tr>
<td>19 Best Meals</td>
<td>3</td>
</tr>
<tr>
<td>Townhall Meeting</td>
<td>4</td>
</tr>
<tr>
<td>Cancer Center Open House</td>
<td>5</td>
</tr>
<tr>
<td>Salute to Conway &amp; Loretta</td>
<td>6</td>
</tr>
<tr>
<td>Totes to Tots</td>
<td>7</td>
</tr>
<tr>
<td>Loyalty Inn Ribbon Cutting</td>
<td>7</td>
</tr>
<tr>
<td>In Our Own Backyard</td>
<td>8</td>
</tr>
<tr>
<td>Chamber Member Insurance</td>
<td>9-10</td>
</tr>
<tr>
<td>It’s a New YOU</td>
<td>11</td>
</tr>
<tr>
<td>Generating Economic Growth</td>
<td>12</td>
</tr>
<tr>
<td>Census Outreach Sessions</td>
<td>13</td>
</tr>
<tr>
<td>Thermal Imaging Fundraiser</td>
<td>14</td>
</tr>
</tbody>
</table>

Regular Monthly Meetings

- County Commission meets the 1st Monday of the month @ 10AM
- City Council meets the 1st Monday of the month @ 6PM
- School Board meets the 2nd Tuesday of the month @ 6:30PM
WHEN MANAGING YOUR BUSINESS, THINK OF IT AS A 3-LEGGED STOOL

Running a business can sometimes be a frenzy of decisions and actions that it’s difficult to know how they’re affecting the direction of the company. For some, the realization comes a little too late and the business goes into crisis mode.

Consider looking at your business as a 3-legged stool where you can’t afford a weak leg. More important, imagine the seat and the middle ring connecting the legs.

Let me explain:

**The seat and middle ring represent Management.** These two parts not only hold the enterprise together, but they’re in charge of matters of such extreme importance that they can mean the success or failure of the business. Questions to ask if you have a handle on Management:

- Do I have a vision for the business? What is my mission, that set of disciplined actions that makes the vision a reality? Do I have a set of values that my company and I regard as non-negotiable?
- Do we have strategies and their associated goals and objectives that support the mission?
- How good are we at executing? Do we measure results and take corrective or reinforcement action?
- Do we have a culture of continuous improvement?
- Is someone in the business pushing the innovation or invention envelope? This is commonly called “Research and Development.”
- Do we manage or do we lead? There’s a big difference there.

**This leg gets all the attention, but maybe rightly so: Revenue Generation.** Some might call it marketing, some “sales.” It’s really the focused group of activities that creates the currency essential for the company’s existence. Essential questions to see if your business is handling this well:

- Can we clearly and compellingly define our product and service in one sentence?
- Do we know our “sweet spot” in the marketplace, that place where there’s demand for our offerings and where competition is absent or weak?
- Do we have a brand and message that convey our offerings and unique competitive advantage in a way that’s appealing to our chosen markets?
- Do we have the right vehicles – the website, business-social media, print publications, etc. – for our brand and message?
- Do we have a system for managing the Revenue Generation process?

**Production is the one other critical leg of business.**

Whether it’s a product or a service, the business needs to produce something that it can charge a fee for. Some businesses outsource production, some do it in-house. Whichever route you choose, you’ll want to ask these questions:

*continued on next page*
• Do we have a way of measuring the quality of our products or services? If yes, do we have a set of quality specifications?
• Where do we measure quality, in the beginning or at the end of the process?
• To what extent do we collaborate with vendors and suppliers in managing quality and delivery times?
• Do we have a back-up and disaster recovery plan for production?
• Are we getting production involved in helping set direction and goals for the business?

• Like production, this third leg of the business can be outsourced, performed in-house, or blended: Administration. Decisions on Technology, Human Resources, Accounting & Finance, and Legal fall in this area. These functions are often referred to as “back-office services” but that term doesn’t imply low importance. If there’s only one question to ask it’s “Are these resources, whether in-house or outsourced, attuned to the culture and direction of the business?”
(Source: Benny StaRomana, Consultant, UGA SBDC in Gwinnett) www.georgiasbdc.org/macon-office/

For additional help contact Lisa Rackley @ 478-757-4984 or email her at lrackley@georgiasbdc.org

Now Hiring:

Full Time

CUSTOMER SERVICE REPRESENTATIVE

Benefits included

EMAIL RESUME TO: admin@sider-crete.com

APPLY IN PERSON:
Sider-Crete
153 Regur Rd.
Hawkinsville Industrial Park

Job Opening

SIDER-CRETE, INC.

153 Regur Rd
Hawkinsville, GA
(478)892-9800

“These are the 19 best meals I ate in Middle Georgia in 2019”

BY JUSTIN BAXLEY

Check out the web address below to read about two of our local businesses that were featured in a follow-up article in The Macon Telegraph in December titled “These are the 19 best meals I ate in Middle Georgia in 2019”. First, M & T Meats was praised for their wonderful pork medallions in an earlier article “This Meat Empire that Phil Mathis Built” where writer Justin Baxley was told that M&T ships cases of sausage to the likes of Morgan Freeman and after watching them wrap pork medallions in bacon he couldn’t resist buying a couple of packs to take home and try himself and became a follower.

In his second article, even though he got lost on his first trip to this eatery, those shrimp were calling his name and he returned to The Steakhouse Restaurant for a meal he wouldn’t soon forget. They had some of the tastiest batter that clings to the outside of the shrimp and the portion size were large making The Steakhouse his go-to restaurant when he’s craving shrimp.

Congratulations to M & T Meats and The Steakhouse Restaurant!

Check out the whole article at: https://www.macon.com/positively/positively-foodies/article238678033.html
TOWNHALL MEETING

Discusson Topic: Taylor Regional Hospital Report from CEO with organizational updates and Q&A.

Open to the Public

Location:
Courthouse Annex
45 S. Lumpkin St. Hawkinsville, GA

Dates:
Tuesday, January 21st  7-8pm
Tuesday, February 18th  7-8pm
Tuesday, March 17th  7-8pm
YOU'RE INVITED TO THE
HAWKINSVILLE CANCER CARE CENTER

Atlanta Oncology Associates of Hawkinsville Cancer Care is bringing in the New Year with an OPEN HOUSE to spotlight new renovations & a behind the scenes tour of the center!

January 28, 2020
5:00pm – 7:00pm
214 Perry Highway
Hawkinsville, Georgia

Ribbon Cutting Refreshments Facility Tour
DON'T MISS IT!

- We will also now be hosting monthly Cancer Conferences in our auditorium with specialty doctors.
- We work with every patient on any kind of budget or payments and affordability!
at the Historic Hawkinsville Opera House

Ticket Office Hours: Monday 12:00pm – 4:00pm
Tues - Fri 10:00am – 4:00pm
478.783.1884 Tickets on sale

UP-COMING EVENTS

22 FEB Maple’s Crown Concert Saturday | 7:00 pm $15
29 FEB Actions Have Consequences Saturday | 7:00 pm $10
   or $15 @ door
06 MAR TG Sheppard & Ronnie McDowell Concert Friday | 7:00 pm $49/$59
25 APR The Ultimate Oldies 70’s and 80’s Show Saturday | 7:00 pm $25 or 2/$45
TOTES to TOTS

Thursday, January 16th
10AM - 2PM
Georgia Cancer Specialists 214 Perry Highway
Hawkinsville, Georgia

Georgia Cancer Specialists (GCS) is hosting the 18th annual Totes to Tots drive to collect new backpacks and suitcases for foster children in Georgia. Donations of new backpacks, duffel bags and suitcases will be accepted.

Ribbon Cutting

January 9, 2020
10:00AM

Loyalty Inn
Simply Stay

20 North Warren Street

SAVE THE DATE
In November, the Georgia Wilderness Society, a Macon based non-profit organization of outdoor recreation enthusiasts who enjoy hiking, camping, canoeing, and other wilderness experiences, paddled the Ocmulgee River camping at Mile Branch and enjoying town’s local eateries and attractions. They have members from several states, and travel throughout the Southeastern USA on trips into nature. We look forward to them returning again.

Autumn on the Ocmulgee River
by Curt Cole, trip leader

Despite dire predictions of lots of rain Friday night and Saturday, the river gods took pity on GWS members and presented them with a great fall weekend in Hawkinsville, Georgia, November 23-24, 2019. We had 15 sign up, but due to rain or personal reasons, some cancelled or paddled only one day, leaving us with 10 total.

In planning the trip, the great folks in Hawkinsville could not have been more helpful or nicer. Chuck Southerland, publisher of the Hawkinsville Dispatch and News, was my main contact and very helpful. He even provided us with free oak firewood, while we camped for free at Miles Branch Park on the edge of town. The local Chamber printed restaurant guides for us and were very helpful. At the end of the day Sunday, we took up a collection to donate, through Chuck, to Rivers Alive. We ate enjoyable suppers as a group Friday night at La Cabaña, and Saturday night at The Steak House, while breakfast for some was at Hardee’s. We sat around the campfires each evening and morning.

Saturday’s put-in was at Dykes Landing, about 14 miles upriver from the camp/boat ramp at Miles Landing. The river was all flatwater with only an occasional strainer to watch out for. Critters seen Saturday or Sunday included one gator, ducks, anhinga’s, kingfishers, and a deer. Very few sandbars were seen either day. Rest stops were catch as catch can. The banks were often steep, muddy, and slippery, but the fall colors were beautiful. I think only one other paddler was seen either day, along with a few motorboaters. The rain didn’t come in until just after we got off the river. Water level was low but adequate at 2.2’/1460 cfs at Hawkinsville.

New member Deborah Fordham did a great job of paddling her short kayak and seemed to enjoy the day. I hope we didn't wear her out. We paddled a little faster than usual trying to beat the rain.

Sunday, we put-in at Miles Branch and paddled about 14 miles down to Sandy Hammock, again taking about 5 hours plus the lunch stop. Speaking of lunch, one of our group must have been so hungry that when I picked a lunch spot, she jumped out of her boat to be the first one ashore. The trouble was she was still in mid-river and the water temperature was about 56 degrees. I don't think she'll be in such a hurry next time and will paddle ashore like the rest of us.

Participants were: Margaret Clay, Curt & Irene Cole, Wayne Etheridge (not feeling up to paddling, he guarded camp for us), Deborah Fordham, Bonnie Gehling, John Houser, Tom Payne, Terry Ross, Jeff Sorensen. Ron Turner came both days to sit a spell. Thanks to all the participants for helping to make this a great trip.
The Healthy Business Alliance® program harnesses the collective purchasing power of Chambers of Commerce to negotiate advantages on group insurance and related products and business solutions – often with discounted pricing or exclusive benefits - offered through recognized, reputable companies.

Purchase your employee benefits and business solutions through local insurance agents – so you’re supporting professionals in your community that you know and trust. And, your Chamber has made it easy for you to find and purchase the plans you need by participating in this statewide program available to more than 148 Chambers, serving more than 150 counties throughout Georgia.

Our menu of solutions includes:

- **Health Insurance & Supplemental Products**
  - Group Health Insurance with a variety of funding options
  - Group & Voluntary Dental, Vision & Life Insurance
  - Voluntary Accident, Cancer, Critical Illness & Disability Income Protection
  - Medical GAP Plans

- **Health & Lifestyle Products**
  - Telehealth
  - Pharmacy Discounts
  - Health Savings Accounts (HSA)

- **Additional Products & Services**
  - Travel Medical & Trip Cancellation Insurance
  - Pet Insurance
  - Identity Theft Protection & Correction
  - Legal Protection
  - Retail Benefits Program

Choosing the benefits and solutions that are right for you and your employees is a personal decision, and with the Healthy Business Alliance® program, you can offer an array of benefits and complementary solutions at an affordable price.

To learn more about these products and services, contact your broker or call us at (800) 782-8254.

770.579.1214  info@PURCHASINGALLIANCE.COM
800.782.8254  WWW.PURCHASINGALLIANCE.COM
Solutions That Fit Your Organization’s Needs

**Health Insurance & Supplemental Products**
- **Group Health Insurance**: Get the best price available for your group with access to a choice of fully-insured, level-funded, & self-funded plans, Multiple Employer Welfare Plans, and Professional Employment Organizations.
- **Group & Voluntary Dental, Vision & Life Insurance**: Help employees maintain important oral and vision health and provide them with financial security for family members.
- **Voluntary Accident, Cancer, Critical Illness & Disability Income Protection**: Benefits that are paid in addition to health insurance benefits and protect your employees from the financial stress caused by out-of-pocket expenses.
- **Medical GAP Plans**: Target gaps in high deductible plans and help employees pay for deductibles and other out-of-pocket expenses incurred with a serious illness.

**Health & Lifestyle Products**
- **Telehealth**: An easy-to-use card with a 24/7/365 call-a-doctor service and health discounts for people of all ages.
- **Pharmacy Discounts**: A FREE benefit with savings of 15-60% on generics and 15-25% on name-brand prescriptions.
- **Health Savings Accounts (HSA)**: Special bank accounts to coordinate with HSA-qualified high-deductible health plans for healthcare expense management.

**Additional Products & Services**
- **Travel Medical & Trip Cancellation Insurance**: Supplements medical coverage while out of the country and provides trip interruption/cancellation protection.
- **Pet Insurance**: Affordable, quality healthcare benefits for your pets so difficult financial decisions don't need to be made concerning a pet's health.
- **Identity Theft Protection & Correction**: Guards your identity, offers peace of mind and affords full restoration in the event of identity theft.
- **Legal Protection**: Safeguard your business with affordable legal protection from a team of dedicated attorneys.
- **Retail Benefits Program**: A FREE benefit that earns discounts and cash back on everyday items from thousands of retailers when you shop in-store and online.

**Business Solutions**
- **Integrated Payroll Platforms**: Combine traditional payroll capabilities with fully integrated time & attendance, 401K, HR and benefits administration components.
- **ERISA Compliance**: Protect your organization from penalties & fines if you are audited by the Department of Labor.
- **Financial Products**: Protect your hard-earned income, retirement or business.
  - **Business Succession Planning**
  - **Buy-Sell Agreement Funding**
  - **Business Valuations**
  - **Key Person Policies**
  - **Overhead Expense Policies**
  - **Retirement Planning**

To learn more about these products and services, contact your broker or call us at (800) 782-8254.

770.579.1214  800.782.8254  info@PURCHASINGALLIANCE.COM  WWW.PURCHASINGALLIANCE.COM
It’s a New Year &
It’s Time for a New YOU

FEBRUARY 8, 2020
9:00AM– NOON
FREE & OPEN TO THE PUBLIC

Blood Pressure Checks  Mammogram Appointments
Diabetes Checks      PSA Screening for Men
Skin Checks          Cancer Screening Appointments
Cholesterol Checks   Glucose Checks

AND MORE

[Logos of Hawkinsville Cancer, Georgia CTSA, and Taylor Regional Hospital]
Generating Economic Growth in Middle Georgia

In 2011, a small group of Mercer University Law School students began an in-depth study to support an on-going National Parks and Conservation Association effort to expand the Ocmulgee National Monument into a National Park and Preserve. Now, the work to elevate the Ocmulgee Mounds National Historical Park, Bond Swamp National Wildlife Refuge, and the Ocmulgee River corridor south to Hawkinsville, has been embraced by citizens and officials across the state.

In February of 2019, the U.S. Congress passed bipartisan legislation to expand the Ocmulgee National Monument from 702 acres to 2,800. If the president signed the bill, east Macon would be home to the Ocmulgee Mounds National Historical Park, according to a joint news release from Congressmen Sanford Bishop and Austin Scott. The bill also authorizes a study to explore the possibility of adding hunting, fishing and camping on the expanded site.

In a monumental step towards the greater vision, The Natural Resources Management Bill passed on March 12, 2019. This bill redesignated this national treasure to Ocmulgee Mounds National Historical Park, expanded its boundary from 702 to 2,800 acres, and approved a Special Resources Study to examine the feasibility of turning the larger corridor from Macon to Hawkinsville along the Ocmulgee River into a National Park & Preserve. The acquisitions of land and the feasibility study will be expensive and labor-intensive.

The Ocmulgee Water Trail Partnership, made up of representatives from 11 counties along the river, is meeting regularly to plan ways to attract and support more river-focused recreation and tourism. Incorporating a fully functional Water Trail in the National Park & Preserve, with improved landings, campsites, parking and restrooms, would provide yet another draw for both local citizens and people from outside the region. In the longer term, extending the Ocmulgee Heritage Trail into a long distance multi-use pathway could provide the area with an amenity comparable to the immensely popular Silver Comet Trail that connects metro-Atlanta to northern Alabama. A recent study showed that the Silver Comet Trail attracts almost 2 million recreational users annually who generate nearly $50 million in spending in trail adjacent communities.

Today, the Ocmulgee Mounds National Historical Park is Middle Georgia’s most popular tourist destination – attracting 109,000 visitors and adding $5.4 million to the economy in 2010. In fact, America’s national parks are significant economic engines for their local communities. The parks receive only 1/13th of 1% of the federal budget, or roughly $2.9 billion annually. Yet park-based visitor spending adds $31 billion to the national economy, a 10-1 return on investment. In the case of the Ocmulgee Mounds National Historical Park, current economic impacts could grow substantially if the monument is expanded and linked to other public lands along the river, including the Bond Swamp National Wildlife Refuge and the Oaky Woods and Ocmulgee Wildlife Management Areas to the south. The true value of the monument to the region’s recreation and heritage tourism economy has yet to be realized.

We have a true jewel of historic, cultural, and natural resources in Middle Georgia. National Park and Preserve designation will do more than protect and preserve these treasures. Being Georgia’s only National Park and Preserve will drive an economic engine for Middle Georgia’s local businesses and our area’s profile as a destination for national and international visitors.

This designation can have a positive impact on Hawkinsville and Pulaski County’s economic growth and add to our recreational and tourism amenities. For more information on this effort and its progress see the web address below.

https://www.ocmulgeepark.org/
Census 2020 Outreach Session

Tuesday, January 7, 2020
2:00 PM - 4:00PM
Middle Georgia Regional Commission
175-C Emery Highway, Macon, GA

In anticipation of Census 2020’s arrival, the State of Georgia’s Complete Count Committee will be holding outreach sessions across the state to make Local Complete Count Committees, community organizations, and other interested parties aware of the state’s upcoming public awareness strategy for the effort. These sessions are designed for leadership within local complete count committees, local elected leaders, chambers of commerce, libraries, staff of non-profit entities with special focus on populations that are hard-to-count, and other interested organizations.

During these sessions, leadership from the State Complete Count Committee will provide numerous resources that are available for communities to use to promote Census 2020, as well as the strategy to be employed by the State CCC to deliver this messaging. We will also be sharing information available by groups that have been working in partnership with the State CCC. Many of the materials can be accessed at no cost to your community to aid in encouraging Census participation.

Georgia’s State Complete Count Committee invites you to participate in this event to equip your community with information and materials for use in your Census promotion. This session is free to attend, we just ask that you let us know you will be attending so we can plan accordingly. The information presented at this session will be the same as all other sessions.

Other locations for sessions are below:

**Thursday, January 16, 2020**
10:00AM-12:00 PM
River Valley Regional Commission
228 W. Lamar Street, Americus, GA

**Tuesday, January 21, 2020**
2:00 PM
504 S. Main Street, Tifton, GA

**ACCG and GMA** will be conducting a 2020 Census webinar on Thursday, January 9th from 3pm-3:45pm. The webinar will include information about public outreach, reaching hard-to-count communities, available resources and more. This webinar is ideal for elected and appointed city and county officials to learn more about how to get a good census count in their communities. To register for this webinar go to: [https://www.gacities.com/Events/Library/ACCG-GMA-2020-Census-Webinar.aspx](https://www.gacities.com/Events/Library/ACCG-GMA-2020-Census-Webinar.aspx)
Pulaski Tomorrow’s vision is to provide thermal imaging cameras to the Pulaski County Fire Department in order to provide better technology for life saving measures.

Benefits of a Thermal Imaging Camera:

✓ Helps with search and rescue
✓ Helps prevent reignites
✓ Helps identify hidden hot spots
✓ Helps to support local law enforcement

The thermal imaging camera makes it easier to see more clearly under the smokiest, darkest conditions, and can help improve situational awareness and provide first responders a greater sense of confidence and safety as they forge ahead to fight fires and save lives.

Sponsor Name

Amount

☐ $500 ☐ $400 ☐ $300 ☐ $200 ☐ $100 ☐ Other __________

Please make checks payable to:

Pulaski Tomorrow
P.O. Box 191
Hawkinsville, GA 31036

Pulaski County
Fire Department