



# CLINTON COUNTY CHAMBER OF COMMERCE

**BUILDING RELATIONSHIPS & BUILDING COMMUNITIES**

## CHAMBER NEWS

May 2010

*Mission: The Clinton County Chamber of Commerce is a member driven organization dedicated to stimulating positive economic growth throughout Clinton County, fostering community leadership and involvement, reflecting positive moral values and acting as an advocate and unified voice for our membership.*

## Many New Events at 2010 St. Johns Mint Festival

The 2010 St. Johns Mint Festival Steering Committee is excited to announce these new events to the festival:

- **Carnival** - It will be on the city's south softball diamond just before you enter the fairgrounds. Schmidt Amusements will have a special discount night on Thu Aug 12 and then they will be open most hours of the festival on Aug 13-15. More information about discount tickets will come soon.
- **Gamefest** - features today's most exciting party games such as Guitar Hero, RockBand, Dance-DanceRevolution, Wii Sports, etc. Tiptop Entertainment will provide the set up for this fun event for teens on Sat & Sun, Aug 14 & 15 from 1-4 each day.
- **Classic K9 Dog Shows** - This national touring company will present seven (7) 1/2 hour shows throughout the weekend. The animals will show skills in agility, speed & obedience.
- **Bocce Ball Tournament** - This ancient game, whose modern adaptation most closely resembles bowling, requires skill, strategy & just a little luck. Tournament starts on Sat, Aug 14 at 2 pm with finals on Sun, Aug 15 at 1 pm - the cost will be \$5.
- **Petting Zoo** - Some are cute & cuddly, some are not - but they all like to be petted. A menagerie of animals will be located on the county fairgrounds, just inside the gates.
- **Mint Cooking Contest** - back by popular demand is a Cooking Contest. The entries will be limited to Cookies & Bars. Judging will occur on Sat, Aug 14 at 3:00 pm at Smith Hall. Entries forms will be available at the Chamber by June 1.
- **Sports Card Show** - You will have the opportunity to get collectors cards and other sports memorabilia in Peck Hall on the County Fairgrounds all weekend long.
- **Motorcycle Display/Show** - This year we are adding a judged show to the Motorcycle Display on Sat, Aug 14 between 12-4 pm and on Sun, Aug 15 we will have a Blessing of the Bikes at 1 pm & a Bike Tour of Clinton County after that until 3 pm.

### **Free Entertainment During the Weekend:**

- Our free evening entertainment will include Brenda Loomis & the Blue Coyote Band on Fri, Aug 13 at 7 pm (a country band) and The YellowSub Marines Band on Sat, Aug 14 at 7 pm (a Beatles Band). Both performances will be at the City's Performance Shell.
- We are excited to have some great free daytime entertainment with dancers, singers & more. We are especially pleased to bring Steve Suvada from Chicago. Mr. Suvada has been a featured guitar soloist with the Joffrey Ballet in Chicago and has performed with over 30 different symphony orchestras across the county. Mr. Suvada will perform five (5) times throughout Sat & Sun at the Performance Shell or Main Pavilion.

### **Event Location Changes**

- We are moving our Kids World activities (games for kids) to the first open pavilion on the fairgrounds Fri through Sun. Then on Sun our Kids Day will be located in the second open pavilion. We have a lot of great games & activities for kids for just .25 each.

### **Continuing Events**

- Of course we are always excited about events we do year after year. We will have over 150 arts & crafts vendors, 70 flea market vendors, lots of great food and many business & commercial booths.
- Also continuing is our Quilt Show, Mint Pudding Eating Contest, Senior Citizen Day, New Vehicle Show, Parade, the many sports tournaments, the events downtown & so much more.

### **Sponsors**

- We are appreciative to all our sponsors but would like to give a special thank you to our major supporters Pauli Ford, Sparrow Clinton Hospital, Jackson National Life & McLaren Heath Plan.

### **Volunteers & Information**

- If you would like more information about any event, sponsorship or would like to volunteer, please call the Chamber office at 989-224-7248 or email us at [ccchamber@power-net.net](mailto:ccchamber@power-net.net).

**RECRUIT A NEW MEMBER**

**Did you know you and your business can benefit if you recruit a new member to the Chamber.**

**If a new member joins & your name is at the top of their application as the referring member, your business saves 33% on your next dues payment. That means your dues would only be \$148 on your next renewal, instead of the normal \$220.**

**Also, if you recruit a new member your individual name would be entered into a drawing to win \$500. An application is included with this newsletter, along with a benefits brochure - please pass it on to a non-member today.**

**May 12  
Business After Hours  
at Fifth Third Bank**

Please note our next Business After Hours is on Wed, May 12 (not our normal Tuesday). We will meet at Fifth Third Bank at 1204 S US 27 in St. Johns from 4:30-6:00 pm.

The cost is only \$2. You will have the opportunity to network, enjoy good food & possibly win prizes.

Remember, if we get 50 people at the After Hours one prize will be \$50 in cash (you don't have to be present to win - you just have to be there sometime between 4:30-6:00 pm.)

**MEMBERSHIP RENEWALS**

All Weather Seal, Inc.  
CoSozo Health Alliance, LLC  
Dewey's Trading Post  
Gadzukes Properties, LLC  
Gill-Roy's Got It  
Greenstone Farm Credit Services  
Hoffer Construction  
Liberty Group Inc  
REMAX Real Estate Professionals  
St. Johns RV  
St. Peter Lutheran Church  
Trebish Business & Tax Advisors

**Wal-Mart Inc. Store 1423 - Gold Star Member**

Welcome Home Assisted Living  
Williams Asphalt, LLC

**DO YOU NEED AN ALTERNATIVE TO PAYING YOUR DUES ALL IN ONE PAYMENT? CALL US TODAY ABOUT QUARTERLY OR SEMI-ANNUAL DUES PAYMENT OPTIONS!**

**Announcing our GOLD Star Members!**



Bel Mechanical  
Citizens Bank  
City of St. Johns  
Clinton Area Care Center / Hazel I. Findlay Country Manor  
Consumers Energy Company  
Dynamite Inc.  
Fifth Third Bank  
Firstbank - St. Johns  
The Gallagher Law Firm, PLC  
Granger III and Associates  
Hovey's Accounting & Tax Service

Lansing Community College  
Lansing State Journal / Clinton County News  
MACO Tool & Engineering  
MAHLE Engine Components USA  
Osgood Funeral Home  
Physicians Health Plan of Mid-MI  
Sparrow Clinton Hospital  
State Representative Brian Calley  
Walmart

**Our Silver Star Members**



A1 Tanning  
BLT's Wearable Art  
C&K Electric  
Dedyne-Bubolz Insurance Agency  
Edward Jones Investment - Gary Lenneman  
Fahey Schultz Burzych Rhodes PLC  
Ferrell's Tree Trimming & Removal, Inc.  
George's Enterprises Trust

Gentner Family Dentistry  
The Laurels of Fulton  
M&M Restaurant Supply  
Maple Rapids Lumber Mill, Inc.  
Mckenzie Crosby Agency  
Ovid Healthcare Center  
RSI Home Improvement / Wayne Door  
Schneider Concrete, Inc.  
Sleep Inn  
Z92.5 The Castle

**The Chamber office will be closed on Monday, May 31 in observance of Memorial Day.**

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## Member News

Special Olympics, Area 28 is looking for sponsors & golfers for their Jun 12 Golf Scramble at Highland Hills Golf Course. The cost of golfing is \$65 per person. For more information call Debbie at 517-669-7704.

It's not too late to be vaccinated! Since the majority of the States are reporting that H1N1 influenza is still active in their communities, it is imperative that efforts continue to prevent the spread of disease. The H1N1 influenza vaccination is safe, free and effective in preventing the flu. Anyone who hasn't been vaccinated is encouraged to do so. If you are interested in having a clinic on site at your business or organization, please contact Marie Barks at 517/282-5458.

Attorney Pat Gallagher from The Gallagher Law Firm was elected by the shareholders of SCB Bancorp, Inc. to a third term as a director. SCB Bancorp, Inc. is the holding company

of Summit Community Bank with branches in East Lansing, Lansing and Okemos. Gallagher was a founding shareholder of the bank which was incorporated in 2002. He also serves on the bank's Audit and Compensation Committees.

May is National Older Americans Month and the Clinton County Senior Center and Hazel I. Findlay Country Manor have many events scheduled. For a complete list of what's planned for the month call Joanne Sullivan at the Senior Center at 989-224-4257 or Heidi Scranton at Hazel Findlay at 989-224-6808.

St. Johns Relay for Life is scheduled for May 21-22 at the St. Johns City Park. For more information on how to participate or support, call 989-289-2453.

Do you have information for this news section - if so, email us today!

## 2010 Lunch/Breakfast

May 20  
Program: Employee Wellness  
Cost: \$8

Location: CC RESA,  
1013 S US 27, St. Johns  
Time: 11:30 am - 1:00 pm

The luncheons are open to any employee of any Chamber member business. You are also welcome to bring a non-member business associate with you but please...

RSVP TO THE CHAMBER BY TUESDAY THE WEEK OF THE EVENT TO LET US KNOW IF YOU ARE COMING TO THE EVENT SO THE CATERER CAN PLAN ACCORDINGLY!

## Future Luncheons

Jun 17, Aug 19, Sep 16, Oct 21,  
Nov 18 & Dec 16. Check in this column each month for information on the lunch program.

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## Join the Chamber Board of Directors or a Chamber Committee

Do you have an interest in what the Chamber is planning for the coming year & after that? Do you want a voice in what topics will be presented at Chamber Luncheons? Do you want to help plan the annual Home & Business Show or Christmas Festival?

If you answered yes to any of those questions, then you should consider joining a Committee of the Chamber, the Ambassadors or the Board of Directors. Committee's meet anywhere from once to 3-4 times a year and Ambassadors meet

each month. Some work is even completed by email.

The Board of Directors meet on the 2nd Wed of each month from 8-9 am. In addition to the meetings, Board members are asked to assist with a couple fundraisers each year (usually selling a few tickets and making a cash or food donation) and to help with 2-3 Texas Hold'em events each year.

If you want more information about any of these groups, please contact Brenda today.

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## Apr 18-24 is National Volunteer Week-remember to thank someone for helping you out!

### 2009/10 Board of Directors

Dave Hudgens, Osgood Funeral Home,  
President  
Glenn Pung, Citizens Bank, Vice-President  
Karla Manzullo, Fifth Third Bank, Treasurer  
Steve Bassette, Individual Member  
Ed Bruun, Clinton Memorial Hospital  
Jackie Burk, CC Federal Credit Union  
Bonnie Fyvie, St. Peter Lutheran Church  
Nancy Johnson, Fifth Third Bank

Dennis Koenigsknecht, C&K Electric  
Dennis LaForest, City of St. Johns  
Brett Pauli, Pauli Ford  
Heidi Scranton, Hazel Findlay Manor  
Bryon Taylor, MAHLE Engine Components  
AJ Thelen, St. Johns Knights of Columbus  
Michael Welch, That Guy the Locksmith

### Staff:

Brenda Terpening, Executive Director  
Liz Pearson, Office Manager

EMAIL: [ccchamber@power-net.net](mailto:ccchamber@power-net.net)

### Website:

[www.clintoncountychamber.org](http://www.clintoncountychamber.org)  
989-224-7248  
Fax: 989-224-7667

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Fax: 989-224-7667

PRSRT. STD  
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PERMIT NO. 132  
St. Johns, MI

Wed, May 12  
Business After  
Hours at  
Fifth Third Bank  
in St. Johns  
4:30 - 6:00 pm  
\$2

Or Current Resident

## 5 Ways to Lose a Customer

1. Terrible Customer Service - no matter how wonderful your products are or how committed you are to providing the best pricing, if you have bad customer service you will turn people away. People like to shop & do business where they feel welcome & important. If you have 2 employees that spend more time talking to each other than your customers - you have a problem. And remember, THE CUSTOMER IS ALWAYS RIGHT.
2. Judging By Appearance - give the same attention to everyone that comes in your door, not just those you think are going to buy. If you ignore someone because you assume they can't afford your products because they are not dressed like other customer they probably won't stay - you may have just said goodbye to your biggest sale of the day to someone that just wanted to be comfortable that day.
3. Poor Store Atmosphere - Image is everything. Take a look around your place. Do any of the following situations exist? Dirty bathrooms, loud music, handwritten signs, stained floor or ceiling tiles, burned out light bulbs, strange odors, crowded aisles. If you have any of the things mentioned, it's time for an update.
4. Not Knowing Your Competition & What's Happening Around You - It's important to know what your competition is doing. Are they running specials on certain days or giving out coupons with purchases? Is Tuesday the busiest shopping day in your area but you are closed on that day? Find out what is happening around you.
5. Lack of Product Knowledge - It is difficult to effectively sell to a consumer if you don't know anything about the product. Know what you are selling. Anticipate questions they may ask - know the answers.