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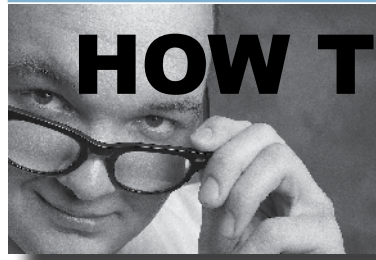
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HOW THE CHAMBER HELPS YOU!



The Greater Jackson Chamber of Commerce is a voluntary partnership of business and community leaders and residents working together to build a healthy economy and to improve the quality of life in Jackson. The Chamber sets the PACE in our business community by:

- **promoting** your business through events, advertising and networking;
- **advocating** on behalf of our members;
- **communicating** with businesses about community events, legislative issues and business profiles via our monthly newsletter, weekly e-newsletter and website;
- **educating** our members about upcoming issues, business trends and more.

Your membership in the Chamber not only gives you opportunities to meet new clients and solve business solutions, you also have the opportunity to save dollars-on office supplies, health insurance and worker's compensation and through a phone company.

(continued on page 3)

**Greater Jackson Chamber of Commerce
 February 2008
 Calendar of Events**

Member Orientation	February 1	Chamber Offices
Leadership Academy Session	February 6	Spring Arbor University Jackson Site
Business After Hours	February 7	Hudson's Classic Grill
Legislative Committee	February 8	Bella Notte Ristorante
Ambassador Committee	February 8	Chamber Offices
Sister City Committee	February 11	Chamber Offices
Leadership Academy Committee	February 12	Chamber Offices
Chamber Executive Committee	February 13	Chamber Offices
Economic Club Committee	February 15	Chamber Offices
Chamber Offices Closed	February 18	Presidents Day
Chamber Board of Directors	February 19	Bella Notte Ristorante
Leadership Academy Session	February 20	Spring Arbor University Jackson Site
Business After Hours	February 21	Christoffs & Sons
Economic Club Lunch	February 25	Bella Notte Ristorante
Good Morning! Greater Jackson	February 26	Bella Notte Ristorante
MLK/Diversity Committee	February 28	Chamber Offices
Jaxpo Committee	February 28	Chamber Offices

**CHAMBER AND JACKSON
 BUSINESS & PROFESSIONAL WOMEN HONOR LOCAL
 WOMEN AT FEBRUARY ECONOMIC CLUB LUNCHEON**

Join the Greater Jackson Chamber's Economic Club and Jackson Business & Professional Women to honor the 2007 Jackson Athena winner, local women and hear a powerful keynote address by owner of Two Men and a Truck, Mary Ellen Sheets.

*Kate Keersmaekers, Jackson 2007 Athena winner
 2007 Nike Award, Winner to be announced at luncheon
 Mary Ellen Sheets, Two Men and a Truck, Keynote Address*

In less than 20 years, Mary Ellen Sheets turned her sons' small moving business into an international corporation with more than 1,300 trucks and more than 200 locations worldwide. By 1989, Sheets had developed the business into the first and only local moving franchise in the country. Last year, Two Men and a Truck's annual revenue was \$193.3 million.



Mary Ellen Sheets

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President's Corner by Mindy Bradish

Chamber Honored Local Business Leaders at 99th Annual Meeting

The Greater Jackson Chamber of Commerce held its Annual Meeting on Thursday, January 24 at Jackson Community College Potter Center. The event started with a short program, honoring five local businesses, thanking the 2007 Board of Directors for their service and welcoming the 2008 Board of Directors. The 500+ attendees then mingled and built relationships at the cocktail reception.

~ 2007 RECIPIENTS ~



The Ambassador Committee presented the **2007 Ambassador of the Year** award to Jamie Hill, who is helpful, available, friendly, courteous, understanding, knowledgeable and pleasant. She has great enthusiasm, cooperation, helpfulness, dedication and attitude. If you've seen some of these Ambassadors, you know how hard they work. This past year she served as Vice Chair of the committee but when needed, readily stepped forward and assumed full responsibility as Chair.

The Brick Award recognizes businesses in the Jackson area that have physically upgraded their facilities by improving the exterior of an existing building. The Ambassador Committee solicited nominations from the community and this year received seven nominees. As Jackson continues its exciting revitalization, the task gets more challenging and this year was no different. The upgrade at Steve's Ranch Family Restaurant has enhanced the entire area, contributing to a more vibrant streetscape and business environment.



South Central Michigan Works brought a new award to our event this year – **the Entrepreneurial Spirit Award** – and the recipient was Brian Surgener, of Jackson Coffee Company, a prominent business owner, public speaker, mentor, marketing guru and active member of numerous associations and Boards of Directors. Since 1991, he began purchasing real estate in Jackson. Then, he started helping others make real estate investments. One property involved great commitment, vision and risk. This 1871 building required a complete renovation. It is a property I'm sure you are all very familiar and might visit quite frequently....Jackson Coffee Company. Since opening Jackson Coffee Company, Brian has shared his experiences with thousands of people – through large public speaking engagements to one-on-one meetings with new business owners in the area. He makes it a habit to stop in on new businesses, welcoming and encouraging them. He continually gives back to charitable organizations with his time, money and resources.

Sponsored by Lloyd Ganton Retirement Centers, **the ATHENA Award** honors local individuals who assist women in achieving their full leadership potential. Kate Keersmaekers is a woman of many talents who has touched many lives. From her work on the Girl Scout Irish Hills Council, where she not only solved a problem but helped the professional growth of two young women, to her work on improving communications between the business community and Jackson County Sheriff's department, she has been a leader for women and all of us in Jackson. Her work has benefited numerous organizations, including Salvation Army, Linen Closet, Rotary, Jackson Public School students, Michigan Theatre, Aware Shelter and the Crittenden Home. She mentors children and adults alike. We should all be so lucky to have such a strong, caring leader be our guide.



Sponsored by Flagstar Bank, **the Small Business Person of the Year Award** recognizes a locally based business that exemplifies the best of small business in our community. Nominees must have been in operation for three years, demonstrate stability as indicated by the number of employees and sales, evidence of financial viability, illustrate innovation, have a record of community involvement and an ability to respond to adversity. Bart Hawley, owner of JTV, has done just that. After nearly a year of lobbying for the simple right to exist, JTV has grown from 10 employees to 25 in just four years. Bart donates tens of thousands of dollars annually to local causes, has received over 20 international awards and serves on various Boards of Directors. He literally created this business without any roadmap due to the pioneer nature of the venture. In fact, many bankers and investors were skeptical of its chances for success. He proved them wrong.



Constructed by **Cunningham Construction Co.**
MacSteel Inc.
Sulfuric Acid Storage Building

Welcome New Members

Alpha Legacy LLC
 5090 N. Dearing Rd.
 Parma, MI 49269
 925/570-3900
 www.1stfinancial.com/billpay
 Bill McCormick
Alpha Legacy LLC sells debt reduction software for United First Financial as independent agents. Qualified homeowners using their program might be able to pay off their mortgage in 1/3 to 1/2 the regular time-with little or no change to their day-to-day spending habits and without increasing their mortgage payments. This program may also help you buy a new car or home, plan for your children's education or other expenses.

Captain Jackson
 P.O. Box 393
 Jackson, MI 49204
 517/784-1565
 http://www.captainjackson.org/
Captain Jackson works with the police and local business owners to keep crime out of the downtown area, as well as participates in public events.

Grimes-Jarvis Chem-Dry
 709 Edgewood
 Jackson, MI 49202
 517/783-4634
 Nicholas Fuller
Grimes-Jarvis Chem-Dry offers the Jackson community carpet and upholstery cleaning, even on weekends.

Michigan Office Solutions
 345 W. Lake Lansing Rd.
 East Lansing, MI 48823
 517/332-0337
 www.miofficesolutions.com
 Joe Lowden
Michigan Office Solutions is much more than equipment providers; its staff partners with clients to develop customized solutions to their office productivity needs and keeps them up-to-date in the rapidly evolving world of office technology. They can also assist you in managing your corporate document strategy in a way that maximizes productivity, efficiency and cost savings.

Salon Breathe & Spa
 145 S. Mechanic St.
 Jackson, MI 49201
 517/768-2222
 www.salonbreatheadspa.com
 Maggie Burke, Teresa Boone
Salon Breathe & Spa is a full service day spa and salon offering hair care, skin care, formal make-up application, massage therapy, rejuvenating body treatments and waxing.

Let's Reinvent Your Business Together

The Greater Jackson Chamber of Commerce, Jackson Community College and Result Global LTD sponsor the interactive forum series facilitated by Christopher Anbari:

Business Reinvention: A Call to Action

February 18, 6-8:30 p.m.

- Implementing change for success
- How can an experienced "change agent" help you?
- How to qualify a "change agent"

March 4, 6-8:30 p.m.

- Adapting your behavior for your organization's success and growth
- Why emotional intelligence is critical to business success
- How to avoid common business struggles

Cost: \$99 per person for one session. **Chamber and JAMA members will receive a 50% discount.**

For more information, contact JCC's Business & Industry Support Center at 517/796-8635.



Dr. King Breakfast

Over 400 people attended the Sixth Annual Martin Luther King Breakfast on Friday, January 18. The event, coordinated by the Greater Jackson Chamber of Commerce and the Jackson Human Relations Commission, featured William F. Pickard, a successful businessman for more than 30 years.

"The key to our business success is people," said Dr. Pickard. His operating philosophy is simple: "You manage things; you lead people".

The MLK Diversity Breakfast mission is to promote community collaboration to Dr. King's dream and to motivate youth for service and excellence.

Thank you to our sponsors:

SILVER SPONSORS: Center for Family Health, Comcast, Consumers Energy, Culver's, Flagstar Bank, Foote Health System, JTV, MACI

YOUTH TABLE SPONSORS: Accident Fund Insurance, Comcast, Comerica Bank, Commerical Exchange, Consumers Energy, Culver's, Jackson Community College, The Walton Agency

TABLE SPONSORS: Community Action Agency, Culver's, Jackson Area Youth Council, Jackson County Convention & Visitors Bureau, Jackson Public Schools, Jackson Community College, Jackson County Intermediate School District, Jackson Education Association, City of Jackson.



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cel·e·re·bate
Pronunciation: \?se-l?-eh?-r?-7b?t
verb
1: the act of giving half a million back to members

Members will receive
a 3.25% bonus dividend on all share accounts* for 2007 year-to-date interest. Members who had an existing loan* throughout 2007 will receive a 3.25% interest rebate.

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HR Issues? We Can Help

The South Central Human Resources Management Association, the local SHRM affiliate, offers monthly programs for HR professionals to keep current with today's ever-changing work rules and regulations. Let us show you how we can serve you! For more information: www.schrma.org or call Terri Ogg @ 517-789-7193.

HOW THE CHAMBER HELPS YOU! cont. from pg 1

New Program to Save you Money on Office Supplies

The Chamber is pleased to announce a new partnership with DBI Business Interiors. You can save up to 70% on standard office items. The average savings is 40%.

DBI offers Chamber members discounts on office supplies as well as free, next day delivery (with no minimum order) and periodic "members only" specials. Even if you already do business with DBI, you'll enjoy additional savings through this program.

To sign up for this program, contact DBI representative Marty Engen at 517/783-5934 or log on to www.dbiyes.com

New TDS Program to Save you Money

TDS Metrocom has a new program to help Jackson Chamber members grow their business. When you purchase one of its products, you will be able to participate in TDS Biz Central. It offers you:

- A business reward partnership program
- Ways to promote your products

Visit www.tdsbizcentral.com or call 888/200-7536 for more information.

Saving you Money on Health Insurance

The Chamber-sponsored health care plans from Blue Cross Blue Shield offer your employees these benefits: a wide variety of providers, worldwide acceptance, easy online resources and member discounts. Contact the Chamber to be put in touch with member insurance agents for information and enrollment requirements.

Saving you Money on Worker's Compensation

The Greater Jackson Chamber of Commerce has partnered with Accident Fund to offer you the opportunity to save money on worker's compensation. Members receive 5% up-front in savings. Plus, when the group performs well, participating Chamber Members are eligible for dividends. **Members received nearly \$37,000 in dividend program rebates** for 2006 and 2007.

Rumors are circulating that the Accident Fund is pulling out of Michigan. That is not true. In fact, it

has been in our state for more than 95 years and has just committed to building its new national headquarters in Lansing.

To learn more about any of these cost-saving programs, call the Chamber today at 517/782-8221.

Chamber and Jackson Business & Professional Women Honor Local Women

cont. from pg 1

Jackson BPW presents the Nike Award to a woman who exemplifies the qualities the Nike represents-progress, strength, freedom, and triumphs while facing adversity.

Chamber Members: \$25 in Advance;

\$30 at the Door

Non-Members: \$45 in Advance;

\$50 at the Door

RSVP: Mary@gjcc.org or 517/782-8221

Thanks to our sponsors: Baker College, CP Federal Credit Union, Comerica Bank, Estate Pension Plans, Inc., Jackson Community College, Jackson County Convention & Visitors Bureau, MACI, RJ Michaels, South Central Michigan Works!, Spring Arbor University, The Walton Agency, Willis & Machnik Financial Services and WKHM/K105.3/WIBM.

Contact Mindy at 517/782-8221 to become a sponsor of these monthly luncheons.

February Economic Club Luncheon

When: February 25

Time: 11:30 a.m. - 1:00 p.m.

Where: Bella Notte Ristorante
137 W. Michigan

CHAMBER WARNING: SCAM TARGETS CORPORATIONS

Michigan corporations should be aware of a possible scam that involves business directory solicitations that may look deceptively like a mailing from The Michigan Department of Labor & Economic Growth (DLEG).

"The scheme threatens dissolution of the corporation to scare people into paying a fee to get listed in a national database, a fictitious directory," said Director Keith Cooley.

No such letters are being sent from DLEG or the State of Michigan, no matter how official they may look. If you receive a notice, do not respond. Instead, do the following:

1. Keep the notice, mailing envelope, and return envelope.
2. Contact the United States Postal Inspections Service to report mail fraud at: 877-876-2455.
3. Contact the Michigan Office of the Attorney General at: P.O. Box 30212, Lansing MI 48909.

Legitimate notices and mailings to Michigan corporations are issued from DLEG's Corporation Division and are mailed to the resident agent at the registered office address on record.



Restaurant Rally 2008

Wristbands are on sale now at the Chamber for the 2008 Restaurant Rally. For \$20, sit back, relax and let the Chamber's Ambassador Committee take you to some of our area's finest restaurants to sample their delicious food.

Participating restaurants include: Bella Notte Ristorante, Bullinger's Pub and Restaurant, The Crazy Cowboy, Daryl's Downtown, El Bracero Mexican, Ground Round Restaurant, Hudson's Classic Grill, Lenny's Sub Shop, Night Light, Steve's Ranch Family Restaurant and Veach's Office Bar. Buses are donated by Jackson Public Schools. For more information, call 517/782-8221.

Business After Hours

February 7



Hudson's Classic Grill, 2900 Springport Rd., will be the site of our first Business After Hours this month. Join us **February 7** at the restaurant's private patio for a fun evening, including a performance by jazz musician Benny Poole. Sample Hudson's appetizers and visit with nearly 100 other business people. TO learn about this restaurant, log on to www.hudsonsgrill.com.

February 21



Celebrate Christoff and Sons' Grand Re-Opening at the **February 21** Business After Hours. Located at 109 S. Elm, Christoff and Sons has remodeled the outside and inside. Attend-and you'll get the chance to win getting the carpet in your entire house cleaned. To learn more, log onto www.christoffandsons.com

Cost for Business After Hours:
Free for members; \$10 for non-members
RSVP: mary@gjcc.org or 517/782-8221

2008 Board of Directors

Chairman Paul Buchholz, Lloyd Ganton Retirement Centers

Vice Chairman Dale Moretz, Moretz Technologies

Immediate Past Chairman Teri Ogg, Manpower Services

Treasurer Robert Smith, Bond and Company

Secretary Aaron Boatin, AMBS Call Center

Ron Griffith, Spring Arbor University - *at large*

Bob Michaels, RJ Michaels Creative Group - *at large*

Nancy Robidoux, Comerica Bank - *at large*

Carolyn Anderson, Anderson Printing

Freddie Dancy, AFLAC

Sarah Ermatinger, CP Federal Credit Union

Bart Hawley, JTV

Jim Jansen, Production Engineering

Ronnie Johncox, Technique

Henry Jones, Jones Black Belt Academy

Mike Jones, Consumers Energy

Andy Longenberger, Michigan International Speedway

Dan Machnik, HD Vest Financial Services

Jerry Malone, Orthopaedic Rehab Specialist

Andy Mercer, R.W. Mercer Company

Tony Mira, Anesthesia Business Consultants

Chad Noble, Foote Health System

Donn Roberts, Roberts & Associates

Tom Shemanski, Mid-American Products

Craig Tapley, Kellogg Crankshaft

Jan Taylor, Americrown-Midwest Division

John Waldron, County National Bank

Chamber Updates Event Policies

24 Hour Cancellation

Reservations must be cancelled 24 hours prior to the event or Member will be charged as if he or she attended. Those events that have a higher priced fee at the door will result in the higher fee being charged if payment has not previously been received.

Prepayment

All sponsorship commitments must be prepaid prior to the event's occurrence. Certain programs will have an "early bird" rate and a higher rate closer to the date of the event. In order to limit the cost of collecting attendance fees post-event and to have an accurate head-count for all events, all attendees are encouraged to pay prior to all events.

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