

# *The Dickinson Area Partnership*



ECONOMIC  
DEVELOPMENT



CHAMBER  
OF COMMERCE



TOURISM

Official Monthly Publication

July 2011 Volume 12, Issue 7



**Bruce Orttenger**  
Partnership President

**Lynda Zanon**  
Chamber Director

**Mari Leigh Lindstrom**  
Office Coordinator

**Chris LaVigne**  
Tourism Coordinator

**Mary Lou Fisher**  
Tourism Secretary

## **BOARD OF DIRECTORS**

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### CHAMBER OF COMMERCE

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Ron Lawrence - Team Norway

Rob Langsford - Forward Financial Credit Union

Erika Justus - Dickinson County Hospital Foundation

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Linda Plumley - LEEDS Real Estate

Chris Hanley - Chris Hanley Agency

Heidi Teafoe - Manor Care Nursing & Rehabilitation

Michael Frankini - Michael's Fine Jewelry

Myron Berry - Berry Engineering

Holly Peoples - Michigan Works!

# FROM THE PRESIDENT'S DESK



## The Hometown Health Card Program is Underway

On May 26, 2011, the Hometown Health Card was launched with a Business Showcase held at Pine Grove Country Club. The event was in conjunction with the Dickinson County Healthcare System's introduction of the latest hospital program, along with new physicians that have joined DCHS recently.

The Hometown Health Card is a new benefit exclusively for Partnership members only and provides for a substantial discount

on healthcare services at DCHS as well as with participating physicians that have signed up with the program. We now have 40 physicians signed up covering 14 types of medical delivery services. Just recently we have signed on Donald Heilala, DPM, in the Podiatry field, and the new hospitalist program at DCHS. The new hospitalists program, from downstate Traverse City includes the following physicians who will be on staff at DCHS. They include David Friar, MD, Kenneth Friar, MD, Richard Woodbury, MD, Robert Abernathy, MD and Hassan Sheikho, MD.

It's very important though that Partnership members contact either Lynda Zanon or Mari Leigh Lindstrom in Partnership office of how many cards your company will need. They are being distributed one per family for the owners and their

*From the president's desk  
continued on next page*

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*From the president's desk continued*

employees in the business. Since the Partnership is over 475 members, contacting the office and picking up the cards directly from the Partnership office at 600 South Stephenson Avenue, Iron Mountain will reduce considerably the distribution expenses of the Partnership. So please call 774-2002 to reserve your number of Hometown Health Cards and then let them know when you will be coming by to pick them up.

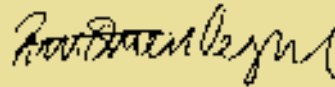
### **Business After Hours Events**

We are finalizing the Business after hours schedule for the rest of the year, and the lineup includes July 26, 2011, on location for the Ski-TERS performance in Spread Eagle, WI. The sponsors for this event is the Iron Mountain-Kingsford Kiwanis Service Club. August's event will be at the Four Seasons Resort in Pembine, WI on August 24th, with the Four Seasons Resort as our sponsor. September's event will be at Pine Grove Country Club on September 13th, with our sponsor being the United Way. On October 26th, we will have a business after hours at the Forward Financial Community room with Forward Financial Credit Union

as our sponsor. A November event is still in the planning stages, however, our annual December event sponsored by WLUC-TV6 will be at Norway Mountain in Norway and the date is still being worked on. Please view our future newsletter for details of these events and other activities going on in the area.

### **DISCOVER THE PARTNERSHIP...**

*your vital partner in improving the economic health of our community.*



**Bruce Ortttenburger, President**



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# W E L C O M E

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## NEW MEMBERS

### **Back Forty Joint Venture**

HudBay Michigan Inc

E807 Gerue Street

Stephenson, MI 49887

906-753-9602

### **Dina Mia of Florence**

Dennis Krueger

508 Central Ave

Florence, WI 54121

715-528-4760

### **Bay Area Pool & Spa**

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Escanaba, MI 49829

906-789-0914

### **The Good Life Press**

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# **RETURNING**

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# **MEMBERS**

**Butterfield Yard Service**

**Great Lakes Podiatry**

**Hosking's Hairlines Inc**

**Iron Mtn Automotive**

**Island Resort & Casino**

**Jacobson Heating & A/C Inc**

**LaFleur Wood Work**

**Mauck Insurance Agency Inc**

**Norway Mountain Ski Resort**

**Tri-County Communication  
Services Inc**

**Pine Mountain Transportation Inc**

**Seibold Law Firm LLC**

**Turri Tax & Accounting**

**Van Ert Electric Co Inc**

**The Office Planning Group Inc**

**UP Construction Services LLC**

**Thank You**

To our renewing members.  
We value your continued support.

# 2011 GOLF SCRAMBLE

## SCHOLARSHIPS RECIPIENTS

The Dickinson Area Partnership's "Golf Scramble" awarded four scholarships to area recipients. This year's recipients of the scholarship to Bay West College are Autum Crago, Florence High School studying to be a teacher, Morgan Mattord, Kingsford High School, studying law, Jennelle Gray, Iron Mountain High School studying psychology and Michelle Bargo, Iron Mountain High School studying radiology.

Sponsoring the Scholarships this year were Dickinson County Healthcare Systems, Forward Financial, The Lawrence Family "In Memory of Max Shupe" and Romagnoli's "In Memory of MarriJane", These Scholarships have been established to assist in the development of our youth in hopes that someday they will contribute to the quality of life in their community.

CONTACT: Lynda Zanon  
(906) 774-2002



Back row from the right: Sponsors: Bruce Orttenburger, DAP, Cindy Lawrence, and John Schon, Not pictured (Rob Langsford, Dwight and Patrick Romagnoli )  
Front row, from the right: Students: Autum Crago, Michelle Bargo and Jennelle Gray  
Not pictured (Morgan Mattord)



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# MEMBER SPOTLIGHT

## David's Jewelry



Hi, my name is David Walstrom. I became a new member of the Chamber of Commerce and was asked to tell you a little about myself and my new business and location. I was born in Norway and resided in Iron Mountain. A majority of my life I found interest in jewelry work in my 30's and it's been my passion ever since. Twenty plus years later I would like to introduce you to my new location: 725 Carpenter Avenue at the corner of D Street and Carpenter Avenue. My business is mostly repair

and making custom jewelry and besides gold, I also do silver smithing and lost wax castings. Along with gold and silver plating, there is also lacquer sterling silver to prevent tarnish. I can also clean jewelry and replace watch batteries. Come check out our display cases at 725 Carpenter Avenue Monday thru Friday 10:00am-6:00pm.

Look for my grand opening  
coming Soon!

# MEMBERS

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## IN THE NEWS

### **Habitat Named Affiliate of the Year**

**M**enominee River Habitat for Humanity has been named the 2010 Affiliate of the Year for the state of Michigan. The affiliate was selected because of its values and principles. Menominee River is one of 77 affiliates in Michigan. The affiliate was nominated for several reasons. These include doing a good job with housing, being a leader in the state's Neighborhood Revitalization 2020 program, aiding the River Cities affiliate in Menominee, expanding to Iron County, and building a house for every 1,000 people in the service area. The Menominee River Restore is Michigan Works job site programs where participants work 25 to 30 hours at the ReStore learning skills help them in the job market. It is also used as a community service site for troubled youth in the community..

### **Butler Earns Certification as a Professional in Human Resources**

**C**hristine M Butler, human resource manager at Coleman Engineering Co, has earned certification as a professional in human resources (PHR) The certification awarded by the HR Certification Institute, signifies that Butler possesses the theoretical

knowledge and practical experience in human resource management necessary to pass a rigorous examination demonstrating a mastery of the field. Coleman Engineering Company places an emphasis on professionalism and client service. The firm has been providing professional civil, environmental and geotechnical engineering: land surveying: construction materials testing inspection: and drilling services throughout the Upper Great Halls Region for more than 35 years.

### **Jeannie Gilbertson, Store manager at Kingsley North**

**J**eannie Gilbertson, Store manager at Kingsley North, has successfully completed the world-renowned Gemological Institute of America Accredited Jewelry Professional Course. AJP builds a solid foundation in diamonds, colored stones, jewelry and precious metals. The course also covers tips/techniques for communicating with customers. During her six years at the store, Gilbertson has helped thousands of customers and enjoys interacting with the public. Kingsley North Custom Jewelers located at 106 East B Street in Iron Mountain.

*Members in the News continued on next page*

# MEMBERS

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## IN THE NEWS

CONTINUED

### Redline Sport & Marine Opens Second Location

**R**edline Sport & Marine Inc. of Norway has opened a second location in Spread Eagle, WI. The business is located in the former Spread Eagle Marine building. Redline Sport & Marine is owned by Jared & Jason Gendron, who previously owned and operated A-1 Sport & Marine. Together, with their technicians, they have the most combined experience in the area. The new location in Spread Eagle will also have fuel available at the dock. In Norway, the business is located at 1700 West US 2 and is open Mon-Fri 8am-5pm and Sat. 8am-Noon. To contact Redline Sport & Marine, call the Norway location at 563-1450 or Spread Eagle at 715-696-6789.

### QUOTE OF THE MONTH

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“Life is ours to be spent,  
not to be saved.”

-----D H Lawrence



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# ANNUAL GOLF SCRAMBLE

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## A SUCCESS

This year's event was a success thanks to all the participants, sponsors, committee, staff and volunteers. Joe Rizzo and TimberStone organized a beautifully run golf tournament. No one went away with a hole in one this year but our four underwriters: Edwards Automotive, Iron Mountain Power Sports, Lofholm's Building Center and Witt Ford were prepared to give the best of the best! Northern Michigan Bank & Trust was this year's major sponsor hosting the BBQ dinner after the event. Forward Financial sponsored the beverage and was also a scholarship underwriter. Winning First Place in the tournament was Superior Title's team: Scott Zeuske, Don Maule, Mike Calcaterra and Marc Mogan. Winner of the \$1000 Raffle was Joanne Berutti, one of our volunteers who donates her time year after year. Second prize went to Charlene Greene, D.O., third Paul Bujold, fourth, Jeff Heino, and fifth to Dr. Dave Ceconi. Mark Sleik won the putting contest and walked away with a Citizen's titanium men's golf watch donated by Michael's Fine Jewelry. Next year's event is scheduled for June 14, 2012. Mark your calendars and don't miss this event. Check out the website for some of the pictures at the event. [www.dickinsonchamber.com](http://www.dickinsonchamber.com)



Rob Langsford and Char Liebergen



Michael Frankini, Co-chair of the Golf Committee



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Iron Mountain, MI 49801

# CALENDAR

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## OF EVENTS

### JULY 2011

Out to Lunch June 9-Aug 18 Thurs 11:30 Downtown

Farmers Market Saturdays June 11-Oct 1 8am-Noon

- 4 Happy 4th of July/ Parade 9am
- 7 Music in the Park Niagara 7pm Menomonie River Celtic
- 7 Out to Lunch "Red Tail Ring"
- 9-10 U P Northwoods Triathlon Lake Antoine info 774-4076
- 10 Music Under the Stars Lake Antoine 7pm
- 14 Music in the Park Niagara 7pm "MOJO"
- 14 Out to Lunch Dickinson County Community Chorus
- 15-16 U P Hog Wild Lodal Park Kingsford
- 19 "Third Tuesday" Downtown Iron Mountain info 774-8530
- 21 Music in the Park Niagara 7pm " DeJabrew"
- 21 Out to Lunch "Soundz of Time"
- 21 Monarch Butterfly Migration 6:30 pm D C Library
- 28 Music in the park Niagara 7pm The Steenos
- 28 Out to Lunch "Mark Young"
- 31 D C Right to Life Picnic City Park 12-4pm info 774-3084

[Click Here for a complete listing of  
our online calendar.](#)

# NEWS

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## YOU CAN USE

### **Should you Lease or Buy your Space ????**

As a business owner, you may wonder whether if it's better to lease your business premises or purchase a property. Each option has advantages and disadvantages.

#### **Leasing's Pluses and Minuses**

With a lease, you retain the flexibility to relocate easily at the end of the leases term. You are free to act as your needs or financial situation requires without worrying about whether the building is saleable. If the lease terms allow, you can sublet at any time. Your initial cash outlay is generally lower that it would be if you bought, and your monthly payments are normally tax deductible as a business expense. And there's no risk of loss if property values decline during your occupancy. A lease's negatives include the likelihood of periodic rent increases, the possibility that you may be forced to move when the lease ends, the need for the owner's permission before making alterations to your space, and the lack of equity buildup.

#### **Purchasing Advantages and Disadvantages**

With a purchase, you have complete control. There are no rent increases to

budget for, and your occupancy is open-ended. You make an investment that should build equity in a rising market and, therefore, add to the value of your business over time. The tax benefits include deductions for depreciation, mortgage interest, and real estate taxes. Also, owning may create an opportunity to generate income by renting out part of your building.

#### **Owning Also has some Disadvantages**

To obtain the mortgage, you'll need capital up front—typically about 20% of the purchase price plus closing costs. Commercial mortgage terms may include a balloon payment that forces mortgage terms may include a balloon payment that forces you to periodically refinance, and the interest rate will most likely be higher than a residential property rate. You will

*Article continued on next page*



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# NEWS

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## YOU CAN USE

CONTINUED

*News you can use continued*

be responsible for property management, maintenance, taxes, insurance, etc. And qualifying for the mortgage will depend, as with other business loan, on your company's financial condition and ability to make payments, as well as on the property itself.

### **Before you Lease:**

Negotiate for favorable terms beyond the per-foot rent, such as:

- A lease term that's in line with the time you expect to be able to operate efficiently in the space
- An option to sublease
- Landlord-provided remodeling or other incentives
- Options for resolving future disputes
- Assured on-call or on-premises response to maintenance problems or emergencies

*Save the Date*

Business After Hours

July 26th,

Ski-Ters Vagabond Park



# MEMBER

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# SPOTLIGHT

## Kennedy's Twin City Service

Kennedy's Twin City Service, Inc. was founded by Peter Kennedy's father, Kenneth Kennedy, Jr. The original location of the business was at the corner of Carpenter and Woodward. Peter worked with his father as a mechanic until Ken's retirement in 1985.

At that time, Peter and his wife Sandra, took over the business. In 1987, they built a new auto repair facility at 1228 Prospect Street, the current location. The business offers complete automotive and truck repair, specializing in quality customer service.

The Kennedy's son, Jesse, is the third generation of Kennedys in the automotive business. He has been working with his father for the past twenty-one years. Technician Dion Tarsi has been providing his valuable knowledge and expertise in the automotive field for the past fifteen years. Sandra Kennedy completes the family circle as she continues to manage the shop office.

Twin City Service is open Monday through Friday from 8:00 to 5:00. For appointments call 906-774-6233.



# NEW MEMBER SPOTLIGHT

If you recently joined the Partnership and have not been featured in the “New Member Spotlight”, please email your article to [lindstrom@dickinsonchamber.com](mailto:lindstrom@dickinsonchamber.com) or fax to 906-774-2004, and we will feature your business in an upcoming issue.

We would love to hear from you!!!!

# CHAMBER TIDBITS

**Hometown Health Cards and brochures are now ready for pickup.** Stop in anytime during business hours at Partnership to get yours. Check out all the info on the Health Card on our website.

**2011-12 Directories:** Directory Update forms have been sent out and Lynda and Greg are selling Ads. If you have not been contacted, or need an “Update” form call Lynda at 774-2002. Ext 1 or call Greg at 828-9207.

**Business to Business Advantage:** If your business would like to offer a discount to Chamber members for services or products, please see form in newsletter and return to office by faxing 774-2004.

**Heavenly Housekeeping** has a new phone number 906-828-1122 or contact owner Joely Yeadon at [heavenlyhousekeepingjy@yahoo.com](mailto:heavenlyhousekeepingjy@yahoo.com) She has been in business for 3.5 years serving Dickinson County and surrounding area, specializing in Private Residential and in Post Construction Clean Up. She is currently taking on new private Residential Clients.

**Bulk mailing services for businesses are available at the Partnership.**

**Call 906-774-2002 for information.**

# BUSINESS TO BUSINESS ADVANTAGE CARD

*These discounts are for Partnership members only.*

Hometown Lumber & Building Supply 906-774-0355	10% off any item not on sale or previously discounted.\$5 off 1 gallon or \$20 off a 5 gallon pail of paint.
Vision Source- Kingsford 906-774-0611	Vision 20/20 Plan. Call for Details
Erickson Jewelers 906-828-1307	30% off one regular priced, in-stock item.
Norway Mercantile & Tanning 906-563-9865	20% off Nascar apparel. Free Sun Club membership (\$10 value)
Auto Tech Service Center 906-779-1699	\$10.00 off any purchase over \$50.00 \$20.00 off any purchase over \$150.00 (excludes oil changes)
Wellness Massage Therapy 906-779-0188	\$5.00 off of \$45 Therapeutic Hour-1st time only.
Redline Sport & Marine: 906-563-1450	10% off parts & labor on repairs or over the counter sales.
Jim's Music 906-828-1080	5% off total purchase. (not good for use on rentals, lessons, repairs or service)

*If you are a member and would like to participate in this program, please send your information and discount item to 906-774-2004 by fax or mail to the Dickinson Area Partnership at 600 S. Stephenson Ave, Iron Mountain, MI 49801.*

*Additions can be added monthly.*

# BUSINESS TO BUSINESS ADVANTAGE CARD

*These discounts are for Partnership members only.*

Sherwin Williams 906-776-1870	10% off list price paints.
America's Best Inn 906-776-8000	30% Discount on any room.
Recreation Lanes - The Antoine Room 906-774-9852	\$10.00 off our Family Fun Pack. Includes: 2 hours of bowling and shoe rent, 1 pitcher of beverage, for up to 6 people on 1 lane. Regularly \$39.95 Mon-Thurs. \$47.95 Fri-Sun.
Stevens Decorating 906-774-2127	15% off retail Benjamin Moore Paints & 15% off of Wall Paper
The Gingras Agency 906-774-1665	FREE: Personal Planning Analysis or Business Planning Analysis.
The Four Seasons Resort on Miscauno Island 877-324-5244	\$79 weekday rate Nov 1st thru April 30th \$99 weekday rate May 1st thru October 31st Weekend discount is 10% off regular rate
The First National Bank & Trust of Iron Mountain-Kingsford 906-774-2200	Waive \$75.00 loan fee for consumer loans.

*If you are a member and would like to participate in this program, please send your information and discount item to 906-774-2004 by fax or mail to the Dickinson Area Partnership at 600 S. Stephenson Ave, Iron Mountain, MI 49801.*

*Additions can be added monthly.*

# PLEASE VISIT

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## OUR ADVERTISERS

SCI Cleaning and Maintenance ..... Pg. 2

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Casual to Gourmet Catering LLC ..... Pg. 6

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Adam Chiropractic Center ..... Pg. 10

Rays Feed and Supply ..... Pg. 12

St. George Glass and Window ..... Pg. 13

**For advertising rates and availability, contact Greg at 906-828-9207.**

# **Dickinson Area Partnership**

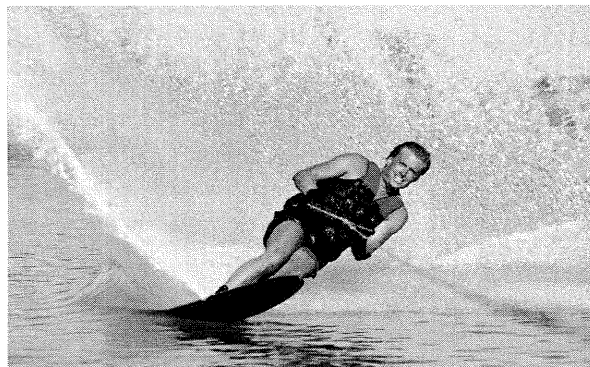
**Welcomes you to  
Business After Hours Picnic/Show  
TUESDAY July 26TH, 2011  
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## 2011 DICKINSON AREA PARTNERSHIP GOLF SCRAMBLE SPONSORS

### **A GREAT BIG "THANK YOU" TO ALL FOR YOUR OVERWHELMING COMMUNITY SUPPORT!!!!**

#### **Major Sponsor:**

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#### **Scholarship Underwriters:**

- "In Memory of Marrijane Romagnoli"
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- Forward Financial Credit Union
- Dickinson County Healthcare System

#### **Beverage Sponsor:**

- Forward Financial Credit Union

#### **"Hole in One" Sponsors:**

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- Iron Mountain Powersports

#### **Scoreboard Sponsor:**

- First National Bank & Trust

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- Bay West College
- Wild Rivers Realty & Assoc.
- Bellin Health
- Orbit Technology
- VAST
- Mike Calcaterra-Stephens Real Estate
- Island Resort & Casino
- U S Special Delivery
- LEEDS Real Estate
- Wells Fargo
- Don Maule Construction Services-Don Maule Properties
- Employee Benefits Agency Inc
- Upper Peninsula State Bank
- WOBE-B100-The Mountain-Frog Country
- County Inn & Suites
- Days Inn
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- Greta Michaud-Superior Realty

#### **Prize Donations:**

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- B K Enterprises
- Charter Communications
- Lake Superior Press
- Country Inn & Suites
- ATT
- Mortl's
- WITT Ford
- Thirsty Whale
- Tri-City Cinema

**Thanks to Joe Rizzo and his staff at  
Timberstone for another great event and Pine  
Mountain for a wonderful dinner.**

**THE 2011 GOLF SCRAMBLE, ON A CHILLY DAY AT  
TIMBERSTONE, WAS A WONDERFUL EVENT.  
OUR EVENTS WOULD NOT BE POSSIBLE WITHOUT  
ALL THE COMMUNITY/MEMBER SUPPORT.  
WE "THANK" OUR MANY SPONSORS, PRIZE  
DONATORS, GOLFERS, COMMITTEE MEMBERS  
AND VOLUNTEERS FOR ALL YOU DO.  
WE HOPEFULLY HAVE NOT FORGOTTEN ANYONE.**

*The Staff*

## **BUSINESS-to-BUSINESS ADVANTAGE PROGRAM**

### **What is the Business-to-Business Advantage Program?**

The Business-to-Business Advantage Program is designed to provide countless opportunities for your organization to plug into our vast network of over 480 Dickinson Area Partnership members and their employees.

This program is an exclusive benefit for Partnership members to receive discounted rates on a wide variety of services and products from fellow Partnership members! It is also a great opportunity to market your business throughout the local community by becoming a participating supplier offering goods and services at a special discounted rate.

Don't miss this opportunity as the Dickinson Area Partnership aggressively markets this elite value program through promotions and advertising.

**KEY TAGS.....If you don't' have your Key tag, stop in and pick them up to utilize these discounts.**

### **What do you need to do?**

- ◆ Register for the program by filling out the application below.
- ◆ Offer a tangible discount on your products or services.
- ◆ Go to [www.dickinsonchamber.com](http://www.dickinsonchamber.com) to view previous offers.

---

**I would like to offer the following discount:**

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Contact: \_\_\_\_\_

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Signature: \_\_\_\_\_

Fax to 906-774-2004 or mail to the Dickinson Area Partnership 600 S. Stephenson Ave, Iron Mountain, MI 49801 **Offers can be added at anytime.**