

The Dickinson Area Partnership



ECONOMIC
DEVELOPMENT



CHAMBER
OF COMMERCE



TOURISM

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Mari Leigh Lindstrom
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Tourism Coordinator

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Tourism Secretary

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Linda Plumley-LEEDS Real Estate

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Heidi Teafoe-ManorCare Nursing & Rehabilitation

Michael Frankini-Michael's Fine Jewelry

Myron Berry-Berry Engineering

Holly Peoples-Michigan Works!

Thomas Andes-Thomas Theatre Group Inc

Cindy Gustafson-Northwoods Wilderness Outfitters

Mitch Merkel-DCHS

Kimberly Webb-Leeds Real Estate

FROM THE PRESIDENT'S DESK



Looking to Save Money in 2012?

Sign up for the Integris Energy Service, Hometown Health Card, and the YMCA Chamber Membership

Integris Energy Service Discounted Natural Gas Rate Exclusive for DAP Members

Are you currently enrolled in the Michigan Gas Customer Choice Program, and want to lower your monthly natural gas bill and at the same time support the community? Then sign up for the new benefit being offered exclusively to Dickinson Area Partnership members. The Partnership has teamed up with one of the most respected energy suppliers in the country, the Integris Energy Services. Signing up for this benefit will provide members with a pre-negotiated discounted rate on their natural gas use. This discounted rate is below Integris's standard rate, which has historically measured

favorably against comparable utility rates. For every new enrollee who enrolls for a 12-month term, Integris will donate \$25.00 to the organization of your choice – Bay College West, The Cancer Closet, The Dickinson Area Community Foundation, the Dickinson County Hospital Foundation, the Spring Lake Animal Shelter, or the YMCA. To sign up or for more information, please contact Teresa Louys at 906-396-4148, or visit the enrollment site at www.integriseenergy.com/dap.

The Hometown Health Card Benefit for Partnership Members

If you haven't signed up for the Hometown Health Card you are missing out on a wonderful benefit. Two new Physicians have been added to the program; Ray Cameron, M.D., in specializing in Otolaryngology, and Don Heilala, DPM, specializing in Podiatry. In addition, services provided by the Hospitalists of Northern

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

From the president's desk continued

DAP members and/or their employees in good standing who do have health insurance coverage, discounts include; a 25% discount on all non-covered hospital services provided at Dickinson Memorial Hospital regardless of the affiliation of the physician who refers to DCHS, and 25% discount on all non-covered office visits / officebased procedures at DCHS-employed physician practices and independent physicians and specialists who have signed on to the program. Non-covered services do not include deductibles and co-pays, as well as Medicare or Medicaid services. We now have 40 physicians covering 15 types of medical delivery services. Check out www.dickinsonchamber.com for a listing of Physicians in the program, or contact the DAP office to let Mari Leigh know how many cards you will need for your business.

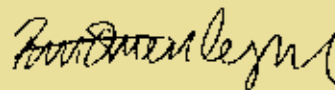
The YMCA Chamber Plan

Also new this year is the YMCA Chamber Plan exclusive for Partnership members. Here is an opportunity to join the YMCA and obtain your Wellness Benefit. Features of this new benefit include the YMCA will waive 50% of the new member fee (a savings of \$47.50 on the family plan or \$30 for an adult or senior). If the employer

contributes 5% of the employee's monthly member rate, the YMCA will match up to 5%. The YMCA will provide a Health Risk Assessment for each adult "Y" member (limit 2 per family). Upon Request, the "Y" will provide employer with a record of employee visits to the "Y". The "Y" may provide special programming at the request of the employer.

Take your business to the next level and take care of your best assets. For more information, please contact Pam or Jen at the YMCA, by calling (906) 774-4076.

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Bruce Orttenburger, President



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THE RITZ

FIRE AND ICE



The Partnership is hosting "THE" event of the year. No more "DA" Ritz. March 24, 2012 at Pine Grove Country Club. It will be a night to remember with your significant other and enjoy the company of the people you are with.

One of our major sponsors is The First National Bank of Iron Mountain. The co-chairs this year are Sherri Erickson and Russell Kassin who with their committee

is planning a four course elegant sit down dinner with reserved seating available. The meal will be your choice of two dinner selections, shrimp cocktail, dessert and wine at the table donated by LEEDS Real Estate. Your ticket will get you into two drawings, \$3,000 Cash and a 42" HD flat screen television donated by Appliance and Furniture Mart. The committee has decided to continue with the silent auction and general raffle prizes. Forward Financial is sponsoring the Big Spender Prize this year, a Fire Kindle and a Diamond necklace from Erickson Jewelers, in keeping with the Fire and Ice Theme!

Tickets are available, \$75 for a single or \$140 per couple. If you purchase 8 tickets the 8th ticket is on DAP. Contact us at 774-2002 for your tickets NOW! We take visa or mastercard. If you purchase your ticket before February 9th, you have a chance to win \$150 of fun money to spend at "The Ritz". Contact us NOW!

MEMBERS

IN THE NEWS

Press Release: Niagara Food Drive And Nowicki Pack the Pantry

Nowicki Chiropractic and Wellness would like to thank all of our patients who recently contributed to our 2nd annual food drive that was held October 31, 2011 through November 14, 2011. Over 600 pounds of food was raised for our local food pantries during this event. Patients that participated had their name placed in a drawing for a gift basket containing health and wellness related supplies including a month gym membership donated by Anytime Fitness, \$25.00 gift card donated by Econo Foods, and nutritional supplements from Nowicki Chiropractic and Wellness. Once again Dr. Nowicki would like to thank all those who participated. Pictured right to left are Nicky Garvaglia, Debbie Emond and Dr. John Nowicki.

Anyone wishing more information may contact Dr. Nowicki, whose office is located at W8065 S US Hwy 2, Iron Mountain, MI (telephone 906-779-1300).



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MEMBERS

IN THE NEWS

Continued

The First National Bank of Niagara Food Pantry Drive

The First National Bank of Niagara held its annual Food Pantry Drive to benefit the local food pantry. The First National Bank of Niagara collected non-perishable food items from all four locations Niagara, Aurora, Florence and Spread Eagle, the public still can drop off non-perishable food items at any of the Bank's locations.



Pictured from right to left are , Robert L. Whitens, Director of Commercial Lending /Business Development Officer, Ann Dunlap, Administrative Assistant, Ray and Bard Schultz, representing Karen's Food Pantry of Niagara WI. Susan Paoli, Bank President/CEO and Karin Gardipee, Vice President



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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 or fax to 906-774-2004, and we will feature your business in an upcoming issue.

We would love to hear from you!!!!

QUOTE OF THE MONTH

“We are such stuff as
dreams are made of,
and our little life is
rounded with
a sleep.”

---William Shakespeare



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CALENDAR OF EVENTS

JANUARY 2012

Indoor Farmer's Market 8am-Noon Once a Month

- 1 HAPPY NEW YEAR
- 3 Red Cross Blood Drive First Presbyterian Church
- 12 Financial Aid Program Bay College
- 14 Indoor Farmer's Market Izzo-Mariucci Center
- 15 Bridal Expo Midtown Mall
- 21 Jig-It Fishing Derby Lake Antoine

Click Here for a complete listing of
our online calendar.

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NEWS

YOU CAN USE

Declaration of MY Independence

Every year millions of Americans set new goals, write down their wants, and decide that this year, is a new year. Every year millions of individuals set New Year's Resolutions. This saying has lost all true meaning when analyzed. After asking family and friends, most people could conclude that last year's resolutions have gone unresolved and unnoticed. That is why this year things are going to be different. This year start the Declaration of MY Independence. It's time for millions of people who want to change something about themselves or their lives really make that change. In a recent study, 40-45 percent of Americans make a New Year's Resolution. Of those 75 percent will continue their efforts past the first week, 71 percent past the first two weeks, 64 percent after one month, and 46 percent after six months.

We want to get people away from the idea of a "New Year's Resolution" and move towards real change. Let's face it, this isn't doing something for 2012, it's about doing something for yourself and making a change in your life.

The first thing is to set that goal. It might be aiming to lose the first twenty pounds you have been dying to get rid of, or maybe it's losing the last twenty. It may be to quit smoking or exercise more. It may simply be to eat healthier and drink more water. Every goal, no matter how small, is worth something. But do

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remember, when making these goals, we do want them to be realistic. Losing 100 pounds may not be the place to start. Think about losing the first twenty and then working from there.

After a goal is set, formulate a plan and get started. Happy 2012.

CHAMBER

TIDBITS

Chamber of Commerce Board of Directors: Congratulations to the newly elected board members for 2012-2014: Thomas Andes of Thomas Theatre Group Inc, Cindy Gustafson of Northwoods Wilderness Outfitters, Rob Langsford (re-elected) of Forward Financial Credit Union, Mitch Merkel of DCHS and Kimberly Webb of Leeds Real Estate. "Thanks" to our exiting board members: Peter Koffman, Ron Lawrence, Trisha Peterson and Lisa Flaminio for their service.

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. Benefits began June 1st.

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.

2011-2012 Partnership Guides: The New Chamber Member Directories are available here at office. If you would like yours mailed or delivered give us a call.

Winters Farmers & Artisans Market: Starting the second Saturday in November and continuing through the second Saturday in April, the Farmers Market will be held indoors at the Izzo-Mariucci Center at the intersection of Carpenter Ave and A Street From 8am-Noon. Info 774-8530

The Partnership is now on Facebook. Check us out at Dickinson Area Partnership.



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Save the Date

Business After Hours January - Fontana's Supper Club

Business After Hours February 9th - Pine Mountain

THE RITZ - March 24, 2012 Pine Grove Country Club

RIBBON CUTTING RAZE OF PERFECTION & SPA



Pictures from the left: Bruce Orthenburger, Jason Anderson, Cindy Novak, Sandy White, Trisha Peterson, Heidi Rizzo, Paige Whaley, Brad Staedt, Rachael Biehl, Greta Michaud, Suzanne Anderson, Sean O'Day and Lynda Zanon

Brad Staedt owner of Raze of Perfection & Spa, located at 710 Carpenter Avenue in Iron Mountain hosted a ribbon cutting with several Chamber Ambassadors and staff. They are the areas' premiere tanning salon. They have several tanning beds, a large variety of tanning lotions and moisturizers.

Massages by Heidi Rizzo are available by appointment. They have a wide variety of gifts featuring Sweet Cheeks Soap Co., and stylish purses. Gift certificates are available. Stop in anytime or schedule your tanning appointments now for all those special times when you need a glowing tan to compliment your outfit.

BUSINESS AFTER HOURS

SOL BLU LOUNGE

Michael's Fine Jewelry and Affinity Energy Services Host Business After Hours

Over 100 people were in attendance at the Partnership's November Business After Hours at Sol Blu Lounge. Deb Tirschel won the 50/50 raffle for \$100 and several people went away with Jewelry from Michael's and several gift items from Affinity. Michael distributed brochures featuring lots of the jewelry available to help with all your holiday gift giving. Julie Cowling unwrapped the new energy benefit that is being offered to members through Integrys Affiliation Program. Members are entitled to the special DAP rate for natural gas each month. More information will be on the website



Julie Cowling and Michael Frankini in the photo

in the near future or call Julie at 906-362-3347 or Lynda at 906-828-3389. Check out both their websites on the Partnership's website www.dickinsonchamber.com

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)
Pine Creek Log Homes 906-774-3201	10% Discount off any purchase not on sale or already discounted
Good Life Press 906-828-9207	20% off First Advertising Order

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.
Rudy's Body Shop 906-774-1223	\$50.00 off your deductible
Summers Lumber LLC 906-776-1667	5% off Hardwood Lumber, Plywood and Flooring
Don's PC Shop 906-828-9900	10% Discount off Labor

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.

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

Dickinson Area Partnership

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