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2011 Board of Directors

EXECUTIVE BOARD

- Mike Weiss, Chairman - M & M Funding Solutions
- Mark Vanderpool, Immediate Past Chairman - City of Sterling Heights
- Mark Rabaut, Vice Chairman - Rabaut Printing
- Brent Freeman, Treasurer - Primerica Financial Services
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- Wayne Oehmke, Secretary - Chamber President

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- Craig Stormer - MNP Corporation
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- John Winter - Winter's International

Fifty Years of Service!

For the last 50 years, the mission of the Sterling Heights Regional Chamber of Commerce & Industry hasn't wavered from striving to be the best business organization possible. Their goal of bringing meaningful and cost-effective features, benefits and programming to their members, and working toward common goals for the betterment of the businesses, communities and residents they serve, is always foremost for their directors and staff.

In 1961 the organization was known as the "Greater Utica Chamber of Commerce, becoming the "Shelby-Utica-Sterling Chamber of Commerce" in 1967, and in 1972 the Utica Area Chamber of Commerce, 1977 "Northwest Macomb Chamber of Commerce," 1986 "Sterling Heights Area Chamber of Commerce," and in 2009 the Sterling Heights Regional Chamber of Commerce & Industry.

The Chamber's "Heritage Communities" of Sterling Heights, Utica, and Shelby Twp. are still home to almost 50 percent of the Chamber's membership, and the Chamber now has members in every Macomb County community. Their Joint Venture Collaboration with the Anchor Bay Chamber of Commerce in 2010 served to strengthen the opportunities for both Chambers in Macomb County.

Wayne Oehmke currently serves as President of the Chamber, and the organization achieved much of their membership growth during the more than 30 year tenure of former Executive Director Lil Adams. When Adams assumed the Executive position in 1976, the Chamber boasted 67 members, and

today ranks as the state's sixth-largest in Michigan with more than 1,550 members. During the past 50 years the Chamber's Board of Directors was led by 42 Presidents (now called Chairperson of the Board), with several of them serving more than one term.

To commemorate 50 years of service, a 50th Anniversary Gala will be held on Friday, April 1, at Villa Penna in Sterling Heights. There will be a great dinner, beverages, music for dancing, and a program that will highlight the Chamber's accomplishments during their 50 year history.

Tickets are available for only \$50, and reservations can be made by contacting the Chamber at 586-731-5400 ext 10 or 13, or emailing shennessey@shrcci.com

Don't Miss Our



Gala on April 1



MEMBER BENEFIT OF THE MONTH

Maximize your presence on the chamber website



Have you looked at your business listing on the Chamber's website lately? How does it look? Do you know what categories you are listed under? If you don't, then you should.

We want you to get the most you can from your membership and the Chamber website is a great place to start. All Sterling Heights Regional Chamber & Anchor Bay Chamber members are listed and hotlinked for FREE, and customers can map and email you right from our website. The best news is that we can also track results!

You now have the option to upgrade to an Enhanced Directory Listing. Once you upgrade we can place your business on top of your competition, and Enhanced Directory Listings give you the maximum exposure in your category. You will also gain the ability to add "keywords" to your listing; This helps potential customers find you once they visit the chamber website. Your listing is colored and boxed and gives you the option to add a member-to-public coupon.

Some businesses are already taking advantage of this new option. Please check out www.shrcci.com.

If you would like to hear more, please contact Lisa Edwards, Marketing Director (586) 731-5400 X13 or email: ledwards@shrcci.com to schedule an appointment for a web review.

SAVE THE DATE

ABCC Member Lunch

Thursday, Mar. 10
1:00 p.m.

Leong's 21 Chinese Restaurant
46590 Gratiot Ave., Chesterfield

BWE Business Expo

Event Speaker: Lisa Diggs of Buy Michigan Now

Thursday, Mar. 24

10:00 a.m. – 3:00 p.m.

Best Western Plus Sterling Inn
34911 Van Dyke, Sterling Hgts.

Network & Learn

FastTrac For The Entrepreneur

Tuesday, Mar. 29

5:30 p.m.

Zuccaro's of Clinton Twp.
20400 S. Nunneley, Clinton Twp.

Chamber's 50th Anniversary Gala

Friday, Apr. 1

Doors open at 6:00 p.m.

Villa Penna

43985 Hayes, Sterling Heights

Restaurant Week

Monday – Friday, April 25 – 29

See participating Macomb County
restaurants on the Chamber's website.

Spring Grub Crawl

Wednesday, Apr. 27

5:30 – 9:30 p.m.

Shuttle between participating restaurants
on Hall Rd. east of Schoenherr

To register please visit www.shrcci.com, call

Sandy Hennessey at 586-731-5400 ext. 10 or shennessey@shrcci.com or

Lisa Edwards at 586-731-5400 ext 13 or ledwards@shrcci.com

Registration is required to attend events.

A 48-hour cancellation notice is required,

or you will be charged for the event

PHOTO GALLERY

The Chamber was proud to orchestrate a Grand Opening Ribbon cutting for Empire Lounge Restaurant. Supervisor Rick Stathakis of Shelby Twp., Shelby Twp. Trustees, as well as our dedicated Ambassadors were present to help celebrate and cut the ribbon. The Empire Lounge offers a chic ambiance, delicious drinks, live entertainment, and a dazzling menu which is sure to satisfy any palate. The facility, which opened in November, has developed into one of the most unique hot spots in town. The double story building features stunning chandeliers, two bars, and a spacious area which can host a multitude of events from bachelorette parties to rehearsal dinners. Empire wants to introduce a universal venue where you can dine, wine, and dance. For additional information you can call at 586.884.6495 or visit their web site www.empire-lounge.com; located on the S.W. corner of Van Dyke & 24 Mile Rd.



Sorrento Pizza owners, Tom Caramagro, Bill Sweis, Gus Sweis, Jim Turay, along with Clinton Township Supervisor Robert Cannon, Trustee Kenneth Pearl and the Chamber Board of Directors & Ambassadors recently celebrated Sorrento's ribbon cutting and grand opening in Clinton Township. Whether you're looking for a specialty pizza or perhaps one of their entrees, salads or subs, at Sorrento's the REAL difference is the taste. Sorrento Pizza is open for lunch and ready to deliver. They have a full menu, offering items such as pasta, chicken, ribs and Mr. Tony's Submarines, you can make it a Sorrento's meal any day of the week. Consider Sorrento's for your catering needs whether it's a small office gathering or a large family function. Check out their full menu and great offers online at www.sorrentopizza.com. Call today to place your carry out order or delivery at 586.792.8888.

Little People Daycare Program Director, Janette Paoletti, Daycare Coordinator, Susan Sudney, Sterling Heights Mayor Richard Notte, Councilwoman Yvonne Kniaz, and the Chamber's Board of Directors & Ambassadors recently celebrated Little People's ribbon cutting and grand opening in Sterling Heights. Grace Christian Church is proud to announce the opening of Little People Daycare Center! It is their mission to partner with parents and provide children quality Christian daycare in a safe and caring environment. For more information please visit their website at www.LPdaycare.com or call 586.258.4390.



Black Belt in Business: Manage Your Business Reputation Part 2

By Denny Strecker



Last month I showed an example of how social proof can hurt your business without your knowledge. This month, I want to show you how to check what is being said about you - and how to manage it.

Step 1: Go to the major search engines (Google, MSN (Bing) and Yahoo) and type in your business name and see what comes up. You should certainly see your website listed at the top - if not you should contact me immediately to discuss what you are missing. Next, you may see your yellow pages or directory listings. Finally, you may see any news articles printed about your company. Think of each of these items as a billboard to help people find your business. The more billboards you have, the better the chance a prospect will find you. To give you an idea of how well this can work, do a search for "Denny Strecker's Karate". I have worked hard over the last 10 years to develop that list of over 23,000 references to my business.

Step 2: Find out exactly what people are saying. In most cases, you will not find anything. People will only comment about your business if you do incredibly bad work (remember my

example from last month) or if you do fantastic work. Mediocre or average service will not spark people to action. The easiest way I have found to get a feel for what is being said about a business is to enter your company name in Google Maps. You should find your business listing (if not, BIG RED FLAG!!!! Call Me NOW!!!!) Click on the link called "more info" to view your business profile. Scroll down to the section that says "What people are saying" and "Reviews from around the web". Google searches the internet and compiles all the reviews about your business on this page. You can click on any reviews to see what people are saying about your business, and you may be surprised at how candid people are when they are anonymous.

The good news? You can generate great reviews. If your business has reviews, it will list higher - The search engines are putting a lot of weight on reviews. Recently, I was able to get to the top position of a directory because my business had 4 reviews (all the other businesses had one or two). Depending on the competition in your industry, it may not be too strenuous to get to the top either. The best way that I have found to

get great testimonials is by speaking to clients regularly and listening to their feedback. If they don't have anything to say, I may ask a leading question like, "What do you like most about us?" or "How has being a client of ours helped you the most?" If you hear a great story, ask them if they wouldn't mind sharing that story. If they agree, send them a link to your Google Map and ask them to add their comments to your review section. I have even heard of some companies running a contest by asking clients to leave a comment and the best comment wins a large prize. The prize would vary depending on your business - \$100 to \$5,000.

The internet is here and people are swarming over it. If you don't start using it today to promote your business, you are risking being left behind and wondering where all of your customers went. Call me if you have any questions.

Denny Strecker is a well-known business owner and community leader. You can find more pearls of wisdom from Denny on his weekly blog. To find out more about Denny Strecker and to subscribe to the free business tips go to his website www.DennyStrecker.com.



Despite the threat of freezing rain, more than 300 Chamber BRAG members attended "Group Hug 2011." Heritage Church in Sterling Heights was a wonderful setting for the 12-year anniversary of the Chamber's widely respected networking groups

Held each year, on the day and time of the inaugural meeting 12 years ago, all BRAG members are invited to attend the annual meeting, which is the only time all year that they're actually all together in one room.

Chamber Vice President Ron Current, along with Ted Buffington and Jim Gianakopoulos who helped to found and run BRAG™, began the meeting with his famous early morning welcome - "It's 8 O'clock, Gooooood Morning Everyone!". After a brief history of the program Current went on to introduce Chamber President Wayne Oehmke who thanked the members for their support and contributions to the success of BRAG™. These feeling were reinforced by 2011 Chamber Board of Directors Chairman, and former BRAG™ group member Mike Weiss. Current went on to tell the group that in 2010 the twelve groups that

were in existence passed close to 9,000 qualified referrals and conducted over 14,000 business relationship building "one-on-one's". Following their six month "forming process," group #13 was launched in December 2010.

The focus of this year's "BRAG HUG" was the importance of the leadership in having a thriving group. Testimonials from past and current group leaders including Keith Smith, Terri Giampetroni, Gerard Giacona and Jeff McElyea all shared how being in leadership not only helped their group to grow and succeed, but also helped their personal businesses grow and prosper.

BRAG™ which as Current says, is "Often copied but never duplicated" is but one of the many business support and marketing programs the Chamber provides its members, and for more information on BRAG™ or the other marketing opportunities contact Current at rcurrent@shrcci.com or call him at 586-731-5400 extension 16.



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Ambassador of the Year

By Debra Kaszubski



Yvonne Kniaz is
Ambassador of the Year.

Ambassador Yvonne Kniaz is a big fan of the Sterling Heights Regional Chamber of Commerce and Industry and she wants you to be, too. Kniaz, owner of yKNOT Services LLC, is the Chamber's Ambassador of the Year for 2011.

As Ambassador, Kniaz volunteers her time to support the Chamber by welcoming new members and by making sure business owners get the most of their Chamber membership. On average, Kniaz meets with four businesses per month. She also attends openings, ribbon cuttings and several Chamber-sponsored events. "I love this Chamber," she said. "I get so much out of it and I want to give something back."

Ambassador Chairman Jeff Volmar said Kniaz has gone above the requirements of

the volunteer position. "Yvonne has worked hard from day one and has always been a strong contender for Ambassador of the year. I am very pleased to present her with this award," Volmar added.

Kniaz joined the Chamber in 2006 and became an Ambassador in 2008. During her time with the Chamber, she's found the organization useful to her business in several ways. She's had the opportunity to network with other business owners through the regular Business Resource Alliance Group™ (BRAG™) meetings, After 5 events, and Breakfast and Business gatherings. She's also enjoyed and learned from the various educational symposiums sponsored by the Chamber. In addition, she's used her Chamber membership to get discounts on office supplies.

The Chamber has helped Kniaz's company called yKNOT, grow since opening in 2004. yKNOT provides website services, including creating new sites and/or providing domain names. Kniaz helps businesses find a presence on the web through Google or Facebook. She also makes sure the business is on directories (Yellow book, Merchant's Circle, etc.) and mobile devices like GPS units and phones. Most business owners are surprised when they find out how inexpensive these services are through Kniaz, she said.

Kniaz, who has a master's degree with

a concentration Information Resource Management, works with businesses big and small and especially enjoys helping locally-owned mom and pop shops. "I want to see them prosper (because) that's the backbone of this country. In today's business climate where so many people have lost jobs, they are starting small businesses on their own. I'm looking for a way to get them into a profitable situation," she said.

Besides her efforts with yKNOT and the Chamber, Kniaz has served as a Sterling Heights Councilwoman since 2005. She works on the Council because she believes it's important to have a voice in the city. Kniaz has lived in Sterling Heights most of her life. "If I really wanted to effect anything that was happening in the city, I had to do it, I had to get on the Council, so I did," she said.

When she's not discussing city issues, attending Chamber events or helping businesses build a web presence, Kniaz enjoys spending time with her husband, Leon, and their two dogs, a Brittany Spaniel and an English Setter mix. Kniaz is a motorcycle enthusiast, having traveled to several states with Leon.

For information on yKNOT Services call Kniaz at 586-242-7680 or email ykniaz@yknotservices.com.

Heritage Communities Luncheon a Success

On Wednesday, January 26, the Chamber once-again held their Heritage Communities Luncheon at Cherry Creek in Shelby Township. Sterling Heights Mayor Richard Notte, Utica Mayor Jackie Noonan and Shelby Township Supervisor Richard Stathakis were the featured speakers for this very popular event.

Henry Ford Macomb Hospitals were the presenting sponsor, and CEO Barb Rossmann shared the challenges of operating a major health care provider in very difficult economic times.

Our three community leaders shared the highlights of 2010



Chamber Chairman Mike Weiss, Supervisor Richard Stathakis, Mayor Richard Notte, Mayor Jackie Noonan, Chamber President Wayne Oehmke

for their individual communities, and also gave a "crystal ball" look into 2011. While facing very challenging times, they all provided a fairly optimistic outlook for our 2011. We thank all leaders for attending, and wish them much success.

The Chamber and the Michigan Small Business and Technology Development Center present a special entrepreneur assistance evening

Are you thinking of starting a business? Or do you want to improve your current business operations? Do you want to know what help there is for area entrepreneurs? These questions will be answered at the Chamber's "Network and Learn" Tuesday, March 29 from 5:30 pm till 8:00 pm. Michigan Small Business and Technology Development Center (SBTDC) along with the Chamber will present a special evening outlining how these two organizations can assist entrepreneurs in business start-up and business improvement. "One of the fastest growing segments of business is the small entrepreneur", said Chamber Vice President Ron Current, "Both our Chamber and the SBTC want these entrepreneurs to know we are here to give them guidance and support."



The SBTC will outline their FastTrac NewVenture "Boot Camp" program which helps entrepreneurs to evaluate business opportunities and to develop an action plan for owning their own business. This program provides an opportunity for entrepreneurs to develop the skills needed to create, manage and grow a successful business in Michigan. The Chamber will highlight how it helps business owners to network with other businesses, help them lower business costs, and how to effectively market their business to the community. Besides the valuable information that these two organizations will provide there will also be an opportunity for entrepreneurs to network and start building their business contacts.

The program will be presented Tuesday March 29 at Zuccaro's

Of Clinton Township, 20400 S. Nunnely at 16 Mile and Groesbeck. There is no cost to attend and a cash bar will be available. To register call 586-731-5400 extensions 10 or 13 or online through the Chamber's web-site www.shrcci.com "Network & Learn".

CHAMBER MEMBER ACHIEVES HIGH SCORE ON CLIENT SATISFACTION SURVEY



Annette Johnston, CFP®, ChFC® a financial advisor with Ameriprise Financial, has received high marks from her clients in the recent Ameriprise financial advisor client satisfaction survey. Johnston ranked in the top 25 percent of participating advisors who scored 96 percent or higher based on overall client

satisfaction and the frequency of proactive contact the client received from the advisor.

Conducted by an independent research organization, the survey provides clients with the opportunity to rate their advisor. There are nine areas for clients to rate their advisor,

ranging from financial knowledge to ability to provide financial advice that suits the individual needs of the client.

"Client satisfaction is the metric that should matter most to an advisor," said Don Froude, president, The Personal Advisors Group, Ameriprise Financial. "Our advisors take pride in knowing their clients better than anyone in the industry. And based on the client satisfaction results, our clients appreciate the service they are receiving."

As a financial advisor, Johnston provides customized financial advice that is anchored in a solid understanding of client needs and expectations, and provided in a one-on-one relationship with her client. Johnston's office is located at 44720 Hayes Rd., Ste. 1100, Clinton Twp MI 48038. She can be reached at 586.226.4177.

Are you in a snow cave?

By: Dawn Drozd, ClearVision Business Coaching

Many business owners feel that way. It's winter - a time for hibernation! That means being tired, weary, and fighting for protection from the elements. Have we successfully waited out the economic storm? Or is it far from over?

What has always worked in the past doesn't any more. What customers wanted in the past they don't any more. Competition is more aggressive - customers are leaving and you don't know why; cash flow is tight; banks tell you they have money but are not lending; strategies for getting new customers don't work and the customers that do come don't want to spend money like they did before.

If you had a good business before the recession, you'll likely have a viable business on the other side. Don't waste your time trying to do things the old way - find new ways to do them and make them better! Ask your team to do the same thing. Anything we can do to improve our business will put us ahead of our competition and separate us from them in the minds of our customers.

Life is a series of 'cycles' that are all connected together; business also has its cycles. There is a time for preparation, planning and building a solid foundation. Keeping focused on the long-term plans with your goals firmly in sight is the way to come out of this part of the business cycle ahead of your competition.

This is the time to make something happen. Business in 2010 was different than any year in the past decade, and spring is right around the corner! There are some wonderful things happening in the marketplace. Here are just a few:

- 90 of every 100 of us have jobs and are working.

- Real estate markets are improving. Mortgage interest rates are lower now than at any time that I can remember. The banks are not lending like they used to, but that may be a good thing for many people. Homes were never intended to be a bank account that could be opened every time someone wanted to refinance.

- Quality people ARE available! Find the people that you need to strengthen your team with the skills that will add value to your customers.

- Opportunities for growth are everywhere. Your competition is pulling back on advertising and marketing. You need to find ways to stay in front of your customers and sell them more of what they need and want.

- Credit markets will loosen and the banks will begin to lend again, soon.



We need to use the winter to get ready for the springtime. This is a time of growth and re-birth. The weather will warm, Mother Nature will begin to do her magic and LIFE will spring. In business, this means that we need to prepare for growth that is ahead of us.

It's time to get out of the cave. Cross-train your team to make your business stronger, talk to your customers to find new ways to deliver greater value; look for new talent that will make you resilient and more effective in the market. You will find success in 2011!

Dawn Drozd is a Master Business Coach and CEO of ClearVision Business Coaching. She has helped hundreds of business owners throughout Metro-Detroit increase revenues, retain higher profits, and improve team performance. You can subscribe to her newsletter and learn more about her programs at www.clearvision.us.com.

Burg's Custom Cleaning A Best Kept Secret For Over 20 Years

Burg's Custom Cleaning has been a Chamber Member since 1988, when Bill Burg, with his wife Cathy, started the company. They're located in Sterling Heights, and specialize in residential carpet and upholstery cleaning, grout and tile cleaning, spot removal and commercial maintenance programs. Burg's first employee has retired and they receive great satisfaction in knowing their employees are happy ones. Bill takes great care in choosing his employees, and prefers to hire people with no experience in the field. He trains and certifies his own technicians to meet the IICRC certification requirements and when hiring he looks for people who generally care about making the customer happy. Burg's hiring the right people is what has made their company successful, and customers can expect to see the same employees time after time.



Burg's also has a custodial division which provides services to manufacturing facilities, retail stores and medical offices, just to name a few. Another niche market that their company has taken advantage of is helping commercial realtors keep their large inventory of empty buildings looking and smelling fresh until a potential tenant comes along. Burg's will customize their services to meet your budget.

Log on to their website for more information at www.burgscustomcleaning.com or call for a free, no obligation quote at 586-739-3013.

Forget paper paychecks: New Michigan law allows employers to go plastic only

By Shandra Martinez | *The Grand Rapids Press*



Standing in long lines on a late Friday afternoon to cash his paycheck may be over...

These days, electronic banking means those lines are growing shorter at check-cashing outlets.

McFall rarely waits longer than a few minutes. Those Friday afternoon lines will shrink even further this year with a new state law that lets employers do away with paper paychecks. Employees will have the option of having their wages deposited directly into their accounts or onto plastic pay cards that usually work like debit cards. The savings will be significant for companies, said William Dunn, of the American Payroll Association.

Studies show that businesses spend 50 cents to \$3 to issue one paycheck, compared with direct deposit, Dunn said. "It's interesting all the hidden costs related to paying an employee,"

he said, noting that payroll checks require special ink and paper.

Until now, employers — with a few exceptions — couldn't stop issuing paper paychecks unless the employee agrees. Michigan is the latest state to let companies move to a paperless payroll. Part of the paperless push comes from Uncle Sam. Last year, the federal government mandated companies make tax payments electronically. The feds will no longer give Social Security recipients the choice of a check after May 1. Payments will be directly deposited into a bank or credit union account or loaded onto a prepaid Direct Express Debit MasterCard. The move will save the government \$120 million annually, said Richard Gregg, Treasury fiscal assistant secretary.

These days, more people bank electronically. People still come to bank branches with paychecks on Friday, but the number declines every year. Most people starting their first jobs out of college will begin their adult banking experience on their iPhones or computers, Moran said. For employers, going electronic means not having to worry about employees losing checks or washing them with the laundry.



Anchor Bay Chamber of Commerce

Chesterfield Twp - New Baltimore - New Haven
Lenox Twp - Ira Twp



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MEMBER OF THE MONTH



McDonald's of New Baltimore employs a staff of managers with over 60 years experience. It has been proudly owned and operated by Kevin and Kathy Setter since June 1994. They participate in numerous community projects, including Relay for Life, Bay- a -Rama, Make a Difference Day, New Baltimore Giving Tree, New Baltimore Police Safety program, 10 % nights for various schools, and sponsorship for Mind Over Matter Alzheimer's Bike-a-thon.

The managers and staff are committed to fast and friendly service with quality food. They recently added two new products to their menu line-up. Stop in and taste the new Fruit and Maple Oatmeal and the Chipotle BBQ Angus Third Pounder. They are located at: 35899 Green Street, New Baltimore.



NEW CHAMBER MEMBERS

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Troy, MI 48084
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12900 Hall Rd., Ste. 470
Sterling Hgts., MI 48313
586-803-8500 – Michele Fuller
Website: www.advocacysnt.com
Non-Profit

Aim Insurance Group

850 Stephenson Hwy., Ste. 322
Troy, MI 48083
248-430-4670 – Jeff Carrick
Website: www.aiminsurancegroup.com
Insurance / Health / Life

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7580 E. 9 Mile Rd.
Warren, MI 48091
586-222-6967 – Jeff Rice
Website: www.anytimefitnesswarren.com
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Bella Forma

12023 Bannister
Shelby Twp., MI 48315
586-731-2547 – Linda Salva
Graphic Design, Website Design
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586-777-0720 – Michael Taylor
Attorneys, Law Firm

Command Tool Inc.

43678 Utica Rd.
Sterling Hgts., MI 48314
586-726-3495 – Randall Kulaga
Manufacturers / Suppliers / Processors

Decorating Den Interiors

43270 Gainsley
Sterling Hgts., MI 48313
586-731-7013 – Vicky Johnson
Website: www.vandsdesign.com
Draperies / Custom, Interior Design
Decorating

DiHydro Services, Inc.

40833 Brentwood Dr.
Sterling Hgts., MI 48310
586-978-0425 – Danny Hutchins
Website: www.dihydro.com
Engineering

Elise Beautiful

243 W. Congress, Ste. 350
Detroit, MI 48226
313-963-2361 – Dr. Andrea Calvert
Website: www.eliseeb.com
Business Coach
Marriage Counseling
Cosmetics
Referred by Tiffany Parker –
Divine Power Montessori

Fifth Third Bank

100 Cass Ave.
Mt. Clemens, MI 48043
586-493-0700 – Sharon Reinke
Website: www.53.com
Bank, Mortgages

Fifth Third Bank

39907 S. Groesbeck Hwy.
Clinton Twp., MI 48036
586-493-0881 – Christo Tingas
Website: www.fifththirdbank.com
Bank, Mortgages
Referred by Rupa Schodowski –
Rupa Services

First State Bank

38105 Mound Rd., Ste. 200
Sterling Hgts., MI 48310
866-372-1275 – Sharon L. Dore
Website: www.thefsb.com
Bank, Mortgages

First State Bank

16100 E. 9 Mile Rd.
Eastpointe, MI 48021
866-372-1275 – Teresa West
Website: www.thefsb.com
Bank, Mortgages

First State Bank

15000 10 Mile Rd.
Eastpointe, MI 48021
866-372-1275 – Lawrence Morris
Website: www.thefsb.com
Bank, Mortgages

First State Bank

22711 Kelly Rd.
Eastpointe, MI 48021
866-372-1275 – Wanda Flanagan
Website: www.thefsb.com
Bank, Mortgages

First State Bank

23600 Greater Mack
St. Clair Shores, MI 48080
866-372-1275 – Andrew Taravella
Website: www.thefsb.com
Bank, Mortgages

First State Bank

24335 Harper Ave.
St. Clair Shores, MI 48080
866-372-1275 – Erin Stein
Website: www.thefsb.com
Bank, Mortgages

First State Bank

53950 Gratiot Ave.
Chesterfield, MI 48051
866-372-1275 – Rhonda Potts
Website: www.thefsb.com
Bank, Mortgages

First State Bank

44990 Groesbeck Hwy.
Clinton Twp., MI 48036
866-372-1275 – Micki Bond
Website: www.thefsb.com
Bank, Mortgages

First State Bank

53050 Romeo Plank Rd.
Macomb, MI 48042
866-372-1275 – Sharon Richardson
Website: www.thefsb.com
Bank, Mortgages

First State Bank

67225 Gratiot Ave.
Richmond, MI 48062
866-372-1275 – Larry Kuzdal
Website: www.thefsb.com
Bank, Mortgages

First State Bank

38169 Utica Rd.
Sterling Hgts., MI 48312
866-372-1275 – Nanci Milam
Website: www.thefsb.com
Bank, Mortgages

First State Bank

11555 26 Mile Rd.
Washington, MI 48094
866-372-1275 – Mary Campbell
Website: www.thefsb.com
Bank, Mortgages

Glacial Energy

24631 Jefferson Ave.
St. Clair Shores, MI 48080
586-792-0130 – Phil Rode
Website: www.glacialsales.com/philrode
Energy Supplier, Utilities

GLE Scrap Metal

22200 Sherwood
Warren, MI 48091
586-258-5500 – Kate Roy
Website: www.glescrap.com
Recycle / Metal, Computer Recycling
Waste Disposal

Havana Harry's Cigar Club

59219 Van Dyke Ave.
Washington, MI 48094
586-232-4671 – Jay Merdeth
Website: www.mysmokersclub.com
Cigar Club, Cigar Store
Referred by Karen – Santino's

Health at Home Healthcare

P.O. Box 178
Romeo, MI 48065
586-463-3116 – Leann Kaeding
Website: www.healthathomehc.com
Home Healthcare, Health Services

Hearing Consultants, Inc.

8617 15 Mile Rd.
Sterling Hgts., MI 48312
586-558-7477 – Marina Kade
Website: www.hearingconsultantsinc.com
Hearing Center, Audiologist
Hearing Aids

Higher Learning Services

P.O. Box 26503
Fraser, MI 48026
888-910-9922 – Sherita Harvey
Non-Profit
Referred by Havana Harry's Cigar Bar

Hope Vocational Connection

P.O. Box 700594
Plymouth, MI 48170
248-841-0738 – Sal Delia
Website: www.hopevocationalconnection.com
Insurance

Huntington National Bank

16673 15 Mile Rd.
Clinton Twp., MI 48035
586-792-1579 – Kelli Kalvinski
Website: www.huntington.com
Referred by Ron Burnham – Huntington
National Bank

Konsilix Holdings, LLC

2064 Jonathan Circle
Shelby Twp., MI 48317
248-508-6338 – Forrest McNiff
Website: www.konsilixholdings.com
Janitorial Services, Green Products

KRP Handyworks

48127 Van Dyke Ave, Ste. 147
Shelby Twp., MI 48317
586-719-1932 – Ken Porter
Handyman, Remodeling, Painting / Drywall
Referred by Dawn Symington – Top Flite
Financial

MSR Construction

29927 Blossom Lane
Warren, MI 48088
586-215-4913 – Michael Ray
Website: www.msconstruction.com
Home Improvement, Remodeling
Handyman
Referred by Bernie Adamski – Trudell
Flooring

The Eastside Vineyard Church

44625 Schoenherr Rd.
Sterling Hgts., MI 48313
248-659-8643 – Dan Kopp
Website: www.tevchurch.org
Church

Top of the Fridge Cleaning

993 Chirco
Oxford, MI 48371
248-804-3091 – Crystal Younger
Website: www.topofthefridge.com
Cleaning Services
Referred by David Pflaum – Health 1st
Chiropractor

Weatherseal Home Improvement Co. Inc.

49952 Sandra Dr.
Shelby Twp., MI 48315
586-323-1188 – Albert Schadewald
Website: www.weathersealhomeimprovements.net
Roofing, Siding, Windows
Referred by Jenny Lynn – Jarvis
Construction

Wesner Tuxedo

44585 Schoenherr Rd.
Sterling Hgts., MI 48313
586-254-3838 – Dan Wesner
Website: www.wesnertuxedo.com
Mens Formal Wear
Retail

2011 JANUARY RENEWALS

5 by 5 Design, LLC	2009		
A Woman's Image	2006		
AAA – Living	2009		
Advanced Physical Therapy & Rehab Center	2004	Eagle Star Equipment	2002
Allstate / Spano – Brunt Agency	2006	Eagle Thread Verifier, LLC	2009
American Polish Century Club	1989	Edward Jones / Scott Allen	2009
Andrew Marke Salon	2007	Elden Industries Corp.	2001
B. B. Trophy & Awards Co., LLC	2008	Executive Vehicle Sales & Leasing	2009
BAE Systems, M & PS – 6750 19 Mile Rd.	2008	Fisher Insurance Agency	2009
Benefit Review Services, Inc.	2009	Fox Seasonal Services, Inc.	2009
Berkley Collision	2006	Frank R. Langton & Associates P.C.	1985
Bruttell Roofing, Inc.	2006	Gator Jake's	2005
Buck & Knobby Equipment	2009	Glasco Corp.	2009
C.J. Smokers Shop	2008	Holistic Nurse	2009
Capital Funding Solutions	2005	Huntington National Bank – 36291 Harper	2007
Cap'n Cutty & Crew	1994	Huntington National Bank – 13630 21 Mile Rd.	1991
Central Macomb Community Credit Union	2005	Huntington National Bank – 48377 Van Dyke	1989
Central Michigan University	2010	Huntington National Bank – 44500 Van Dyke	1974
Changing Images Mary Kay Cosmetics	1999	Image Computer Corp.	2009
Cheeseburger in Paradise	2005	JA Bachler Realtor / Mary Chmielewski	2010
Chicken Delite	1999	John Manzo Appraisal Co.	2005
Chili's Bar & Grill – Shelby Twp.	2008	Key Bank – 38093 Mound Rd.	2005
Co/Op Optical – Clinton Twp.	2009	Key Property Services of Mi., Inc.	1996
Co/Op Optical – Eastpointe	2009	Kiwanis Club of Utica / Shelby Twp.	1985
Co/Op Optical – Sterling Hgts.	2009	Lakeside Mall Management	1976
Color Bars Communications, Inc.	2006	Lehner Findlan Associates	2010
Comfort Inn of Utica	1988	M.P.C. Awards	1985
Commercial Graphics, Inc.	2006	Mac Electric Co. LTD	2010
Complete Auto Pros	2007	Macomb / St. Clair Workforce Development	1989
Connect Pay Payroll Services	2009	Macomb County Small Business & Technology Dev. Center	1990
Consumers Energy	1974	Macomb Daily	1974
Creative Technology & Training Solutions, LLC	2002	Marsack Sand & Gravel, Inc.	2006
Crest Lincoln Mercury	1982	Metro Trading Association	2006
Delta Dental of Michigan	2009	Miba Hydramechanica	1996
Denny Strecker's Karate	2009	MJR Marketplace – Cinema 20	2006
Dietz Property Group	1995	Mocerri & Co., PC, CPA'S	1985
DMP Tax & Accounting Services, CPA, PC	2006	Mount Clemens Regional Medical Center	1992
Dynamic Technical Services / Send Out Cards	2010	Multi Skilled Services, LLC	2010
E. Gilbert & Sons, Inc.	1992		
		Norbert Industries	2006
		Oakland Office Interior	2008
		Ole's Painting, Power Washing	2010
		Pancake Factory	2010
		Periodontal Specialties	2004
		Primary Eye Care Associates	2001
		Prime Wood Construction Inc.	2010
		Roncelli Inc.	1989
		Seal Rite Roofing & Siding Inc.	2010
		Servpro of East Sterling Hgts. / West Clinton Twp.	2008
		Slagle Family Chiropractic, PLLC	2009
		Spartan Specialties, LTD	2006
		Suburban Library Cooperative	2009
		SVS Vision	2009
		T.J. Fiore Crushed Concrete	2000
		Taco Loco Mexican Food & Spirits	1999
		The Drywall Company	2007
		The Magni Group, Inc.	2004
		The Sherwin-Williams Paint Co. – Clinton Twp.	2009
		Tracey A. Miller, CGA	2007
		United Machining, Inc.	1999
		UCS Foundation for Educational Excellence	2010
		Utica Drywall / Standard Drywall	1989
		Van Dyke Sports Center, Inc. / Arcade Saloon	2005
		Verizon Wireless – Utica	1995
		Villa Bella of Clinton Twp.	2005
		Vibe Hair Studio	2010
		Wal-Mart – 44575 Mound Rd.	1998
		Warren Fabricating	2010
		Weingartz Supply	1974
		William Sullivan & Son Funeral Home	1974

**Sterling Heights Regional**
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