

WAYNE CHAMBER of COMMERCE

BUSINESS TO BUSINESS NEWSLETTER

March 2011

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2011
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A Message from the Acting City Manager



Since December 30, 2010, I have had the honor of serving as the Acting City Manager for the City of Wayne. As the City Manager, and as a resident, I am committed to ensuring that our government and our staff of

dedicated professionals are providing efficient and effective services to meet the needs of our residents, businesses and visitors.

I have made it a priority to ensure that the City and the business community work together to implement programs and initiatives that will make our community more beautiful and vibrant while embracing our unique history.

For those of you who currently live or have businesses here, thank you for choosing to make Wayne your home. I encourage you to become more involved and engaged in this community - and to tell us how we are doing. Our businesses are important to everyone. We will continue to work hard every day to improve our processes and assist you so that you can continue to serve our residents and visitors. There is so much to do and I know that City Officials cannot do it alone.

I look forward to working closely with our business community and using this space to keep you informed on issues that are important to you and your business. Thank you for giving us this opportunity.

Robert C. English
Acting City Manager

*Presented by Wayne
Chamber of Commerce*

Mardi Gras

featuring

Cool2Duel - Dueling Piano Show

At the Wayne Community Center • 4635 Howe Rd. • Wayne, MI 48184

Friday, March 18th, 2011

Doors Open at 7:00pm • Show 8:00-Midnight

General Admission \$15.00

Reserve Table for 10 people \$120

Food Available for Purchase • Adults 21 & Over Cash Bar

**Limit 40 Tables - 400 People Don't Be Left Out Purchase Your
Tickets Today! Call the Wayne Chamber at 734.721.0100**



Business News

Relay For Life of Westland will have their kickoff ceremony held on March 2nd at 7pm at the Wayne Community Center. They are looking for more Wayne support this year.

The Wayne Historical Society will offer a slide program "Wayne 1947" on March 10, 2011 from 6:30 to 8:30 pm at the Wayne Library. This program will be presented by WHS member Richard Andrews, the slides will show ads from Wayne Businesses in 1947. The admission is free and refreshments will be served. The program is opened to the public.

State lawmaker introduces measure to reform unemployment in Michigan. A Flint area Democrat has introduced legislation in the state House which will change eligibility rules for those seeking and receiving unemployment benefits. Rep. Jim Ananich introduced a measure that will help Michigan harness \$140 million in federal stimulus dollars by allowing those who have or are seeking part time employment or those in job training programs to receive unemployment benefits, reports the Flint Journal. "There are still too many people in our community who are out of work through no fault of their own and just need some help getting back on their feet," he said. Ananich says 33 other states have already passed similar legislation to reform unemployment programming. Whether or not the legislation will receive any action in the Republican-controlled House or Senate is unknown.

Wayne Tower Apartments "Quality Affordable Housing for person 55 and older or disabled"-free heat, water, hot water, air conditioning, emergency pull cord monitoring fees-starting at \$589. For more information contact Eda Komora Phone: 734-721-0660

MADISON, Wis. (Feb. 17, 2011)—Today, TDS Telecommunications Corp. (TDS) was recognized, at the J.D. Power and Associates Customer Service Roundtable in Las Vegas, as a J.D. Power 2011 Customer Service Champion—one of only 40 companies to have earned the distinction this year. To qualify for inclusion on this elite list, companies must not only excel within their own industries, but also must stand out among leading brands in 20 major industries evaluated by J.D. Power. Five key customer "touch points" were measured, including people, presentation, process, product, and price. To identify the J.D. Power 2011 Customer Service Champions, J.D. Power evaluated more than 800 brands. Companies were identified based on customer feedback, opinions, and perceptions gathered primarily from J.D. Power's syndicated research as well as additional, supplemental research. The group of 40 represents the highest-performing companies that deliver service excellence to U.S. customers—both within their respective industries and across all industries measured. "We are honored to receive this award of distinction and to be included with an elite group of companies that share our focus on customer service excellence," says Dave Wittwer, president and CEO of TDS Telecommunications Corp. "Providing outstanding customer service is an area of great focus for all of us here at TDS. We know providing award winning customer service is an everyday challenge, so our work here is not done. We remain committed to our goal of delighting each customer every time they interact with us." To see the complete listings visit: <http://businesscenter.jdpower.com/news/pressrelease.aspx?ID=2011017>

The action is heating up in Hockeytown! The Chamber of Commerce invites you to see the Red Wings as they prepare for the playoffs and save money off the box office price on select Red Wings games in March! In addition, each ticket will also include an upper level general admission ticket to the CCHA Championship (college hockey) at Joe Louis Arena on March 19th! (You can also upgrade to Lower Level seats for CCHA for only \$5 per person!). Red Wings vs. Los Angeles Kings - March 9th at 7:30pm Tickets are only \$35 per person!

* Upgrade your CCHA tickets to lower level general admission for only \$5 per person! Tickets ordered within one week of the game will be put in will call at the Joe Louis Arena Box Office. To take advantage of this special offer, [CLICK HERE](#) and fill out the online form. A Red Wings Representative will contact you within 48 hours to confirm your order. Tickets can be picked up at Will Call with a photo ID and confirmation number. There are no refunds or exchanges. Please note that a \$3 per ticket handling fee will be applied per order. Please call (313) 396-7577 or email chad.wardie@hockeytown.com with any questions.

City of Wayne Goodfellows are beginning their fund raising activities for 2011 and are selling raffle tickets. Tickets are \$5 each. 1st prize is Patio Furniture Pavilion & Grill valued at \$2000, 2nd Prize a 37" Sanyo Flat Screen Television valued at \$500, 3rd prize is \$250 cash. The winner will be pulled on April 15th, 2011 at 1pm at the Wayne Fire Department. Tickets are available at the Chamber Office and the Wayne Fire Department call 734.722.1111 for more information.

We Solve Your Playground Problems! Whether it's your kids nagging you that they are bored, you aren't sure what your liability is for your public playground, or you just need a Bike Rack, Bench or Cigarette Urn outside your place of Business; The experts at Outdoor Fun Store Co. are at your service. To prove how amazing our products & customer service is we are offering you 11% OFF EVERYTHING we sell! Choose from over 100,000 items at our website www.OutdoorFunStore.com or call our friendly & knowledgeable staff at 734-927-3400 today. Hurry Sale Ends 3/31/11. Mention Code: "It's Great to Be in Wayne"

Extended by popular demand! Strength & Spirit, LLC is extending our February Special into March! Buy 8 one-hour personal training sessions (That's 2 sessions a week for 4 weeks) for the LOW price of \$320 and receive a FREE one hour massage!!! Call Mike at 734.664.7823 to schedule a FREE trial session TODAY!

Wayne Memorial High School is hosting its annual fundraising dinner, a "Zebra Safari", on March 25th at the Dyer Senior Center. Tickets are \$30 per person or a table of 8 for \$200. Tickets include a sensational dinner provided by the William D Ford Culinary Arts Program. There will be raffles, silent, and live auctions. Tickets can be purchased at the high school office or you can call 734-419-2206 and ask someone to deliver the tickets to you. We are also collecting donations from local businesses to use for our auctions. If you have something to donate, please contact Principal Orr at 734-419-2206, or email her at orrvp@wwcs.k12.mi.us We will come pick up any donations and provide documentation for tax purposes. We appreciate any community support that we can get.

Business News

Tax Teams Available to Help Employers as Tax Time Approaches
State makes employer tax credit just one click away. As tax time draws near, Michigan employers have extra tools at hand as they prepare to file the first quarterly tax report of the new year. The Michigan Unemployment Insurance Agency (UIA) provides employers with assistance on issues dealing with how to register a new business, request seasonal employer designation and file for the Michigan Tax Credit. Due April 25, contributing employers must complete Form UIA 1020, "Employer's Quarterly Tax Report" which contains information on the total and taxable wages paid to employees each quarter. Reimbursing employers must complete Form UIA 1020-R, "Reimbursing Employer's Quarterly Payroll Report" to notify UIA of the total wages paid to their employees during the quarter. UIA Tax Teams are available by phone and online, standing ready to help any employer get answers to their unemployment tax questions. Employers have the ability to register for an account where they can conduct business online with UIA, through the Employer Web Account Manager (EWAM) portal. "Our tax teams and EWAM online portal provide employers with two great resources for getting the assistance they may need now, so they reduce the amount of time preparing reports and can instead focus on the matters of their business, stimulating economic growth for our state," said UIA Director Stephen Geskey. By accessing EWAM online, employers can file quarterly reports, make payments, submit responses to questionnaires regarding unemployment claims, submit benefit and tax related protests and have access to a digital version of the Employer Handbook. "UI Tube," available on the Agency website at www.michigan.gov/uia, is another online resource that employers can use to inform them of specific topics and services including using EWAM. Also online, employers who qualify can file for the Michigan Tax Credit, which is provided for under state law to ease the burden on employers who must pay an additional federal tax due to the borrowing from the federal government to pay unemployment benefits. Michigan law provides that the credit will be either 50% of the additional Federal Unemployment Tax (FUTA) paid by the employer for the previous year or the employer's taxable wages for the previous calendar year multiplied by the Nonchargeable Benefits Component (NBC) of the employer's unemployment tax rate for that year, whichever is the lesser amount. "Approximately 73 percent of Michigan's employers will qualify for the tax credit this year," said Geskey. "The EWAM system saves them time by making this tax credit just one click away," he said.

Employer Tax Teams assistance is available at the following email addresses:

- Tax Status: EmployerLiability@michigan.gov
- Tax Maintenance: TaxSupport@michigan.gov
- Tax Collections: TaxCollections@michigan.gov
- EWAM assistance: EWAMSupport@michigan.gov

Employers may also contact Employer Customer Relations, toll free at: 1-800-638-3994. Employer Customer Relations is a unit of UIA where employers have access to "live" personnel who can discuss their issues or concerns. To access EWAM, log onto www.michigan.gov/uia, click on the link "UIA Online Services for Employers", then the link "Operate a Business" which will take you to the page where you can establish an online account. For information about the Michigan Tax Credit, go to PUBLICATIONS and select Fact Sheet 130, Michigan Tax Credit Coming in Mid 2010 For Positive Reserve Balance Employers.

Strength & Spirit LLC is offering a free hour massage to any new member who signs up at Curves in Wayne. What a great way to get back in shape!

Don Nicholson Enterprises is looking for vendors for Cruisin' Hines in August this year. If you are interested in becoming a vendor or would like more information contact Don at 734.658.5296

Susan Orchard, Vice President, PNC Certified Women's Business Advocate and Branch Manager of the Wayne office was awarded the PNC 2010 Achievement Award for Wealth Management for the Western Territory and the Regional President's Award for 4th quarter 2010 outstanding achievement.

Wayne resident Richard J. Smith recently joined the Wayne Chamber of Commerce. Richard is a licensed insurance agent with Estate preservation Agency of Brighton. Richard and EPA represent many of the top insurance and financial companies in the nation. since he is an independent agent, Richard can find the best program with the strongest company to serve your health and life needs, including Medicare Supplements, annuities, final expenses, post hospital care and health insurance. Call 734-469-6420 or email RJSmithagent@AOL.com
Thanks for your business.

Dorsey Schools Complimentary "Lunch & Learn" Event: What direction is your life going? Dorsey Schools will host its complimentary Lunch & Learn presentation on Saturday, March 12, 2011, 11:00 a.m. – 1:00 p.m. at the Dorsey Schools campus located at 35005 West Michigan Avenue in Wayne. Enjoy a complimentary lunch, free career exploration, campus tours and hands-on demonstrations. Learn about opportunities that could make your future a more successful one! For more information, please call (734)595-1540.

Health & Wellness Expo in Wayne : Spring into Health! Dorsey Schools is sponsoring a FREE Health and Wellness Expo on Saturday, March 26th from 10 a.m. - 2 p.m. The expo will be held at the Dorsey Schools campus located at 35005 West Michigan Avenue in downtown Wayne. If your New Year's resolution to get healthier hasn't progressed much, or you are worried about summer creeping up on you, come join us! You can learn important tips on getting and staying healthy, prevention through easy lifestyle choices, and meet a multitude of health and wellness experts from the community to help you on your quest for a fitter, healthier you! A variety of health, fitness, nutrition, and medical information will be available. Everyone is welcome to attend this FREE event! For more information or questions, please call (734) 595-1540.

The First Congregational Church of Wayne has a great facility and will do funeral luncheons, and wedding and baby showers. Call for information, menu and pricing: 734-729-7550. The First Congregational Church of Wayne is having a rummage sale on May 5,6 & 7; 9:00 a.m. to 6:00 p.m. Also, the church is having their Annual Spring Salad Luncheon on May 26, 11:00 a.m. to 1:00 p.m.

To advertise in the Business News section of our newsletter contact the chamber office. Listing your business news is free and a great way to share your news, sales and announcements with other members.

Breaking the Boundaries WSACC Annual Networking Event

Thursday, March 24, 2011 at Burton Manor in Livonia
5:00 pm - 7:00 pm

5:00-5:30 Speaker on How to Work the Room
5:30 - 7:00pm Expo

The Annual Breaking the Boundaries event brings together business professionals from the West Suburban Area Council of Chambers. Participating Chambers include Canton, Dearborn, Dearborn Heights, Garden City, Greater Farmington Chamber, Lakes Area, Livonia, Plymouth, Redford, Wayne and Westland. At the expo businesses are able to set up an expo table featuring their products and services. For those who prefer not to set up a table this is a great event to network with other business professionals from around the area. Over 500 people have attended this event each year.

Appetizers and a cash bar will be provided.

Cost is \$10 per person. Please RSVP to the Wayne Chamber no later than March 18th!

ACHIEVEMENT: WRITING YOUR OWN RULE BOOK

WHETHER IT GENERATES \$100 MILLION or \$100,000, your business requires a variety of resources to grow and thrive. To learn about how our PNC-Certified Women's Business Advocates can help, call Susan Orchard at 734-721-0241 or visit pnc.com/women.



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Welcome New Member A&D Enterprises



My name is Geraldine Dortch, owner. I have two employees who help in my office, my two granddaughters Ashley Williams, and Diamond Dortch. The business is named after them. There are two components of my business Beijo Bags, elegant purses and accessories for women, and accessories for men, wallets

and belts.

We love these purses because they are durable, strong and elegant. Most purses come in 4-6 different colors, a variety of sizes, from our key chains, to our large overnight luggage, and can be cleaned with an alcohol swab. Our price range is \$15 for a key chain to \$135 for a piece of luggage.

The Second component is our Zam Zuu Internet Shopping Mall. 1 Million people shop online. I am a licensed broker for Zam Zuu. Zam Zuu is the best internet portal in America. We have over 700+ stores. Wal-Mart, Macy's Sears, Best Buy, Circuit City, etc.,. Plus we have 10 premium products you can

buy or sell to make extra money. As a licensed broker I can give websites away to as many people as I like.

Free websites=cash back = 30% commission checks. Yes, checks that come at the end of every month based on how much you use your FREE WEBSITE, and they are free for life. Are you ready to cash in? Call me today for your free website (313) 706.3311 and cash in, get paid to shop. Go to www.zamzuufreeagent.com/aanddenterprises and receive your free website.

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~ Lunch is \$15 per person ~

A floral gift is available for pre-order for \$10



Nominations will be accepted until April 15th for the Administrative Professional of the Year Award. A nomination form can be found inserted into this newsletter or is available through the Chamber Office or online.

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South Wayne Center Assoc.
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Dawn Steckroth
Executive Director

Welcome Home



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2011 Wayne Chamber Calendar of Events

- March 1, 2011**
Tuesday
Morning Coffee at Wayne Café Restaurant and Coney
8:00 - 9:00 am
- March 24, 2011**
Thursday
WSACC Breaking the Boundaries
5:00-7:00 pm at Burton Manor 27777 Schoolcraft, Livonia, MI 48150
See Ad on page 4
- March 24, 2011**
Thursday
Building Business Masterminds at Wayne Chamber Office
9:00 - 10:30am (Time and Location may change)
- April 14, 2011**
Thursday
5 Star Business Group After Hours at Sports Venue Bar & Grill in Garden City
5-7pm • Free Admission
- April 17-20, 2011**
Sunday - Wednesday
Texas Hold'em Fundraiser at Vision Lanes Westland • Volunteers Needed
7pm - 2am
- April 22, 2011**
Friday
Offices will be closed in observance of Easter
- April 27, 2011**
Wednesday
Administrative Professionals Luncheon sponsored by Office Depot
Networking begins at 11:30, lunch at 12:00 • Cost \$15
Location : Woodlands of Van Buren
(See insert for more information)
- May 5, 2011**
Thursday
Ladies Night at the Wayne Community Center
5:30-8pm. Contact the Office to become a vendor!

**Contact the Chamber Office to make your reservations or for more information at 734.721.0100
Visit our website www.waynechamber.net for more upcoming events!**

Reservations requested for all luncheons
Failure to cancel your reservation 3 days prior to the event will result in a charge for the reservation.

We now accept

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ADMINISTRATIVE PROFESSIONALS
APPRECIATION LUNCHEON

Presented by: The Wayne Chamber of Commerce

April 27, 2011 – 11:30 am – 1:00 pm
Woodlands of Van Buren (39670 Ecorse Road – Wayne)
Cost: \$15.00 Lunch - \$10.00 for Flower/Plant

Registration Information

Business Name: _____

Phone: _____ Email: _____

Number Attending: _____ Number of Flowers: _____

Chamber Member's Administrative Professional of the Year

The "Administrative Professional of the Year" Award is meant to recognize an individual male/female for outstanding performance in their job. If you would like to nominate someone, please let us know why you think your nominee is the choice for this award. Please give us a brief idea of how this individual excels in their position and mail it along with your registration or fax our nomination to the Wayne Chamber at 734.721.3070.

I would like to nominate: _____ Title: _____

I feel that he/she deserves the award because: _____

Nominator's Name: _____ Title: _____

DEADLINE FOR NOMINATIONS WILL BE APRIL 15, 2011

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C&M AD

The Wayne Chamber of Commerce consists of a dedicated group of business owners, entrepreneurs and City officials who take pride in helping one another succeed in a competitive market.

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