

# Pipeline

A publication of **The Monroe County Chamber of Commerce**

**SEPTEMBER 2016**

Upcoming Events .....	1
Members in the News.....	2
Thriving Michigan.....	3
Calendar .....	4

MONROE COUNTY CHAMBER OF COMMERCE



**2016 BUSINESS SUMMIT**  
Thursday, September 29th

**Kenya Speaker**

**Dave Zilko**  
Co-Founder of Garden Fresh Gourmet  
and current CEO of Fuel Leadership

Dave Zilko delivers an "Only in America" story that both inspires and informs. He delivers practical tools that can be used immediately to foster entrepreneurial thinking, create value and deliver bottom-line results.

**La-Z-Boy Center - Monroe County Community College**  
8:30am - 11:00am \$25 per person

Register by Thursday, September 22, 2016

**FREE EVENT!**



**KOFFEE KLUB**

Tuesday, October 11th  
7:30-9:00 a.m.

**La-Z-Boy World Headquarters**  
Breakfast • Networking • Tours

Join us for this exciting opportunity to explore the new La-Z-Boy World Headquarters. Their magnificent design features an open floor plan in the 200,000-square foot, three story building, which sits on 120 acres.

Event is open to Monroe County Chamber of Commerce Members Only

**RSVP ONLINE BY OCTOBER 7TH!**


L A Z B O Y **RCO law**  
*robison, curphey & o'connell*



**LEADERSHIP MONROE**  
A PROGRAM OF THE MONROE COUNTY CHAMBER OF COMMERCE


**LAST CALL FOR LEADERSHIP MONROE**

Opening Retreat is  
**Thursday-Saturday, September 15-17**  
Please contact Michelle Dugan ASAP if interested  
Call **734-777-1516** or  
email: [michelle@monroecountychamber.com](mailto:michelle@monroecountychamber.com)



**LEADERSHIP MONROE**

Please join LEADERSHIP MONROE Alumni at a reception recognizing those community-minded individuals who have been selected to participate in the 2016-17 class of LEADERSHIP MONROE



**LEADERSHIP MONROE RECEPTION**  
**THURSDAY SEPTEMBER 8, 2016**  
THE CHAMBER OFFICE  
5:00pm - 6:00pm

## SAVE *the* DATE

- Dundee Grub Crawl – Monday, October 24th
- Legislative Luncheon - Michigan Chamber – Tuesday, November 1st
- Holiday Parade – Saturday, November 19th
- Koffee Klub - State of our Communities – Tuesday, December 13th

**How to register for Chamber events and SAVE MONEY: [www.monroecountychamber.com](http://www.monroecountychamber.com)**

## Officers

**Don Lieto**, Chairperson  
*Monroe Bank & Trust*

**Josh LaRoy**, Chairperson Elect  
*Advanced Plumbing*

**Matt Budds**, Treasurer  
*RCO Law*

**Michelle Dugan**, Secretary  
*Chamber of Commerce*

## Board of Directors

**Aric Bennett**  
*The Mannik & Smith Group*

**TC Clements**  
*Premier Cruise Planners*

**Shelli Crippen**  
*Quality Inn & Suites*

**Mark Elliott**  
*Eastman & Smith Ltd.*

**Karen Essary**  
*Exciting Windows! by Couture by Karen*

**Jim Jacobs**  
*James S. Jacobs Architects, PLLC*

**John Kauffman Jr.**  
*DTE Energy*

**Stephen McNew, Ph.D.**  
*Monroe County ISD*

**Deborah Sabo**  
*Cooley Hehl Wohlgamuth & Carlton*

**Shelley Taylor**  
*Franklin Homes*

## Staff

**Tammy Churchill**  
*Operations Manager*

**Laurie Rost**  
*Project Manager*

**Tyler Gedelian**  
*Member Service Coordinator*

**Michelle Dugan**  
*Executive Director*

**Contact us**  
734-384-3366  
734-384-3367 (fax)  
chamber@monroecountychamber.com

**Website**  
www.monroecountychamber.com



A voluntary group of members who work together to help retain and grow Chamber Membership.

- **Milward Beaudry**, MPACT
- **Jennifer Brown**, Key Concern, Inc.
- **William Bruck**, Visiting Angels Monroe
- **Brian Burns**, Berkshire Hathaway Hudkins, Realtors
- **TC Clements**, Premier Cruise Planners
- **Norm Johnson**, Red Wings Shoes
- **Doug Kuras**, LEADERSHIP MONROE Alumni
- **Jennifer Langenderfer**, Monroe Bank & Trust
- **Marsha Oberleiter**, LEADERSHIP MONROE Alumni
- **Ben Osborne**, Brooks Insurance Agency
- **Jason Reinhardt**, Go M.A.D. Fitness
- **Amy Zangara**, Monroe Bank & Trust

# members IN THE NEWS

## Pipeline Submission Guidelines

All Members in the News articles must be submitted by the 5th of each month (for the following month's publication) and be a short paragraph with no more than 125 words. Send to [chamber@monroecountychamber.com](mailto:chamber@monroecountychamber.com)

### Flick's Package Liquor

Summer is winding down and fall is upon us, which means it's time for pumpkin drinks and hot apple cider. Stop into Flick's for all your adult beverage needs. They have many great products for those cool days and nights plus they have great fall recipes available. Don't forget Flick's will be having their Halloween Costume Tasting in October so keep your eyes open for more details. This tasting will be SPOOKTACULAR! Visit their website [www.flicks4fun.com](http://www.flicks4fun.com) or stop in Monday-Thursday 9:00am-10:00pm, Friday & Saturday 9:00am-11:00pm and Sundays 10:00am-7:00pm.

734.854.2000 \* 3320 Sterns Rd. \* Lambertville, MI 48144

### Forest View Recreation Bar & Grill

As the nights become cooler, the leaves begin to change color, and our kids begin a new school year, the stresses of summer begin to subside. Now it's time to get back to enjoying your favorite recreational activity, bowling! Forest View has Fall Leagues beginning early to mid-September. Whether you are looking for a Men's, Ladies, or Co-ed league, Forest View is right for you. If you are interested in more of a fun league, don't worry, they have those too. Pizza and Pitcher, Adult/Youth, Special Olympics, and many more leagues are starting soon as well! So get out, relax, and enjoy The View today!

### Medilodge of Monroe

MediLodge of Monroe is proud to introduce their new administrator, Rachel Chambers. Rachel has been working in the long term care industry for the past 14 years in various different roles. She has worked in Michigan, Ohio, and Indiana. Rachel says, "I believe that our Lodgers deserve the highest level of quality care possible. I am very excited about joining the team at MediLodge of Monroe and I believe that great things will continue to happen here!" MediLodge of Monroe would love to welcome anyone who is interested in their building to come in and enjoy a tour while meeting all of their incredible staff! Please feel free to give them a call for more information at 734-242-6282.

### Quality Systems Compliance LLC

Mark Durivage, Managing Principle Consultant at Quality Systems Compliance LLC, has co-authored his 6th book, *Practical Process Validation*, available through ASQ Quality Press. This book was written to aid quality technicians, engineers, managers, and others that need to plan, conduct, and monitor validation activities. The intent of this book is to provide the quality professional working in virtually any industry a quick, convenient, and comprehensive guide to properly conducting process validations that meet regulatory (FDA) and certification requirements (ISO). [www.qscompliance.com](http://www.qscompliance.com)

### Rising Sun Investments

We all work hard for what we have; why put off planning to make your financial life the best it can be? At Rising Sun Investments, they have been helping their clients plan for retirement since 2003, and it would be our honor to do the same for you. Their process is centered around you, your goals, and your objectives. It is never too soon to start planning for the rest of your life. How long have you been meaning to start planning for retirement? Call Rising Sun Investments today to see how they can help you plan for a brighter future. With offices in Monroe and Troy, they proudly serve clients from all areas of southeast Michigan. Rising Sun Investments: 428 S. Monroe St. Suite 105 Monroe, MI 48161 (888)292-7601 [www.rsinv.com](http://www.rsinv.com) Securities and Investment Advisory Services offered through NEXT Financial Group, Inc. Member FINRA/SIPC. Rising Sun Investments, LLC is not affiliated with NEXT Financial Group, Inc.

### Sherwin Williams #1309

Since its inception in the 1980's to the present day, "Ask Sherwin Williams" is a rally cry that has stood the test of time. These memorable words continue to speak to their on-going commitment to provide outstanding service and support through a team of highly trained, knowledgeable representatives that truly understand your needs. Sherwin Williams has recently been awarded the J.D Power & Associates award for "Highest in Customer Satisfaction among Paint Retailers", 4 YEARS IN A ROW. Visit them at their Monroe, MI location, 855 N. Telegraph Rd., during their September Super Sale 9/16 - 9/19 and receive 40% off their quality paints & stains. They look forward to helping you with your next painting project!



## Our Mission

To be a resource that promotes, educates and assists in the growth and success of Businesses in Monroe County, Michigan.

# welcome NEW MEMBERS

## ART VAN PURESLEEP ANN ARBOR CENTER FOR INDEPENDENT LIVING

**Johnathan John**  
1295 Stewart Road  
Monroe, MI 48162  
(734) 244-1555  
jjohn@artvan.com  
Retail

**Kelly Meadows**  
304 N. Telegraph Rd.  
Monroe, MI 48162  
(734) 682-5271  
kelly@aacil.org  
Organizatons



## Thriving Michigan Update

The Monroe County Chamber of Commerce is one of 6 Michigan Chambers participating in the Thriving Michigan Program. The purpose of Thriving Michigan is to catalyze a state-wide shift to conscious capitalism as a “new business normal” by 2020. In companies that Thrive, employees are more content, and thus behave differently at work, at home and in the community. When people and businesses Thrive, communities Thrive.

While some companies squeeze staff to make more money, a growing number are testing the theory that they can have both profits and happy workers. King Arthur Flour is a 225-year-old company that prides itself on treating its employees well. It’s not just lip service: King Arthur is one of a growing number of companies that has incorporated as a new type of business called a benefit corporation, which means its mission is to consider the needs of society and the environment, in addition to profit. There are 27 states that have passed legislation allowing companies to incorporate as benefit corporations since Maryland passed the first such law in 2010. Delaware’s governor signed a benefit corporation law last year, opening up the designation to the thousands of businesses incorporated there, which include nearly half of all publicly-traded companies.

Last year, King Arthur had the second-highest “worker” score of any Certified B-corporation, signifying it is one of the best places to work. Employees get one paid week of parental leave, 40 hours of paid volunteer time that they can take during company hours, and both free and subsidized baking classes. There is exercise equipment in the company’s manufacturing and office buildings, which are spread out across a small plot of land just across the river from Hanover, New Hampshire. For Thanksgiving, every employee

will receive a locally-sourced turkey, or a vegetable basket. It’s not just white-collar

workers who benefit: Lower-income employees receive a subsidy for a CSA where they can get farm-grown vegetables, and pay less for their health and other benefits.

King Arthur has not had any significant layoffs since 2003, when it had to let go of 15 people. The company is growing, and now employs 381.

Treating employees well can be expensive. But the company is always looking for more benefits to offer, said Suzanne McDowell, the VP of Human Resources.

“We take care of our people—the whole person that comes into work every day,” she said.

This used to be the standard way American companies treated their employees. In the heady, post-World War II years, companies offered free turkeys at Thanksgiving and gave employees perks, hoping to recruit and retain the most talented workers. But as the pool of available labor grew, companies figured out that they didn’t need to keep employees for life: If one person left, they could hire someone else. And as activist investors pushed companies to downsize and distribute profits back to shareholders, many employers gave up on considering the needs of their employees when deciding how to run their business..

B-Corporations like King Arthur, shoe company Dansko, tea maker Numi and Seventh Generation, which makes cleaning products, have found that making employees happy makes financial sense. Paying for nice employee perks might not produce the type of unrestrained short-term growth that investors like, but it promises value in the long run, said Ralph Carlton, a one-time investment banker and Coca-Cola vice president who now serves as King Arthur’s CFO.

“We’re playing long ball—we want to be around

in 200 years,” he said. “We have a definite bias towards sustainability and long-term success.”

Of course, there’s another piece to King Arthur that might make it easier to treat employees well. It’s 100 percent employee-owned. The company, which has been around in various iterations since 1790, was a family operation until its owners decided to retire in 1996 and sell the business to the employees. It was a long process that was finally completed in 2004. There are twin advantages to being employee-owned: There are no outside investors pushing for quick profits and the company doesn’t have to pay any federal taxes. But being employee-owned doesn’t mean that King Arthur can just relax and hope people buy its product.

The company still has to make good products—customers wouldn’t buy King Arthur Flour, which is more expensive, if they didn’t like it.

Employees have a motive to make sure quality is good, since they share in the profits. There would surely be pushback if employees flew around in corporate jets or if everyone got free sushi and steak every week. But that doesn’t happen.

Because they run in this new way in which profit isn’t everything, B-corporations that are seeking capital or investors might have a tougher time than if they were structured as a traditional corporation. B-corporations weren’t taught in business school until a few years ago, which might make investors skittish about becoming a part of such a company. More and more companies put their B-corp certification on their labels, and business schools have started giving loan forgiveness to students who work at B-corporations. And non-traditional companies are trying to become B-corporations too: Green Mountain Power will announce on December 1st that it will become the first public utility certified as a B-Corporation.

Studies show that companies that behave “ethically” outperform their peers. Companies that put society and their employees first have a 25 percent higher stock value than their peers. According to Zeynep Ton, an MIT professor, companies that look out for long-term employee happiness can actually be more efficient and profitable.

## THANK YOU BEDFORD GRUB CRAWL SPONSORS!

### Bedford Dial-A-Ride



Huntington Bank  
H.E.L.P. Printers, Inc

Howard’s Meats  
Kreps Building Company

### Restaurants

- A.J. Doolittle’s
- Forest View Recreation Bar & Grill
- Quimby’s
- Sage Steak & Seafood
- The Mason Jar Tap & Grill
- Village Pizzeria & Pub



P.O. Box 626  
Monroe, MI 48161

**Special event or business news?** If your business has a special event or some special news and would like to be mentioned on The Chamber's Facebook page or Twitter feed, please email information to [chamber@monroecountychamber.com](mailto:chamber@monroecountychamber.com). Look for us on Twitter @MonroeMIChamber

**Remember,** you may **purchase inserts** for The Chamber's Monthly Newsletter Pipeline. A half page full color ad insert is \$200. We also have a limited number of eBlasts available. An eBlast costs \$250. Please contact Tammy Churchill at 734.384.3366 x1 or [tammy@monroecountychamber.com](mailto:tammy@monroecountychamber.com) for more information or to purchase.

**Did you know** ... The Monroe County Chamber of Commerce holds many events annually of varying size and focus? We are presently in the process of identifying business members that may have interest in gaining increased visibility for their business by sponsoring one or more events. Sponsorship opportunities range from \$100 to \$2,500 and offer different levels of exposure as well. If your business is even remotely considering a Chamber sponsorship, please contact the office to set up a meeting. It would be helpful for The Chamber to gain an understanding of your business goals and help you determine whether increased visibility through sponsoring a Chamber event would be an asset to your business. Contact us at 734.384.3366 or by email at [chamber@monroecountychamber.com](mailto:chamber@monroecountychamber.com)

## Upcoming Events




### September

- 2 & 5** **Labor Day Weekend**  
The Chamber will be closed.
-  **8** **LEADERSHIP MONROE Reception**  
Location - The Chamber  
**5:00 – 7:00 p.m.**
-  **15-17** **LEADERSHIP MONROE**  
Opening Retreat
- 29** **Business Summit:**  
**Only in America**  
**Keynote Speaker - Dave Zilka**  
MCCC La-Z-Boy Center  
**8:30 – 11:00 a.m.**



### October

- 11** **Koffee Klub**  
**Breakfast, Networking and Tour**  
La-Z-Boy World Headquarters  
**7:30 a.m. – 9:00 a.m.**
-  **13** **LEADERSHIP MONROE**  
Law Enforcement  
**8:00 a.m. – 5:00 p.m.**
-  **24** **Dundee Grub Crawl**  
Various Restaurants  
**5:30 – 9:30 p.m.**

