



THE INFORMER

# Lancaster TX.org

## Chamber of Commerce News

A monthly publication of the Lancaster Chamber of Commerce.



July 2009

Volume 11, No. 7

### Calendar of EVENTS



**July 1** 7:15 a.m.  
Chamber Board of Directors meeting at Millbrook Healthcare.

**July 1** 11:30 a.m.  
Ribbon Cutting for Crystal Car Wash on Pleasant Run Rd. west of CVS Pharmacy.

**July 2** 5:30—7:30 p.m.  
NetConnect After 5 (NCA5) at MKT Depot & Rose Garden, 325 E. Pe-can.

**July 3**  
Office Closed.

**July 10** 11:30 a.m.  
Ambassadors FunGroup Committee meeting at Roma's.

**July 16** 7:00 a.m.  
Rise and Shine Breakfast—Appleby's in Cedar Hill.

**July 21** 4:00 p.m.  
Tourism Committee meeting at Bienvenidos Restaurant.

**July 22** 11:30 a.m.  
Shop Members First committee meeting at Bienvenidos.

**July 24** 7:30 a.m.  
Better Business Breakfast at Taco Cabana.

**July 31** 7:30—8:30  
BSW Reception for newly Elected Officials

BSW TGIF @ Thorntree every Friday in August @ 7:30 a.m.



### SHOP MEMBERS FIRST ...

Your Chamber is pleased to be promoting a new program to help bring more business to our members and add value to your investment in Chamber membership. Our "Shop Members First" campaign will use many simple but creative ways to keep Chamber member businesses in the forefront of shoppers minds, including:

- We will send a weekly e-mail featuring a limited number of businesses offering coupons good for the upcoming week —Monday Morning Money Madness (see the related article on page 4).
- We will use the "Shop Members First" logo in our paid advertising as well as in our regular communications with members. We encourage our members to add the new logo to their e-mail messages also.
- We have created a new "Shop Members First" website, [www.ShopMembersFirst.com](http://www.ShopMembersFirst.com), and members will be able to advertise here. This website will be linked to the Chamber website, our tourism website, and the URL will be included in our paid advertising to drive customers to the "Shop Members First" website. We will also encourage Chamber members to put a link to this website on their own websites.
- The Chamber newsletter will feature a few categories of businesses each month. We will encourage businesses with marquee signs to promote "Shop Members First".

## Web Site Redevelopment

Lynnette Taff, Frank Bentley and your Lancaster Chamber staff have been interviewing candidates to redevelop the Chamber's Web site – [www.LancasterTX.org](http://www.LancasterTX.org). Mr. Dana Wooley of TheTexian.com in Cedar Hill was selected to prepare and host the site. Work has begun which will move our Web and e-mail hosting from Lawton Publishing to Mr. Wooley.

Lynnette, Frank and Mary have established "wants" and "needs" in the new site, not the least of which is the ability of our members or customers get to our working sites such as ShopMembersFirst.com, VisitLancaster.org, LancasterTexas.org, as well as our partners' sites belonging to the City, Schools, Best Southwest and Leadership Southwest. This new site should be operational by July 24, 2009, when the Lawton hosting will be switched over. If you have any ideas or comments, please advise a member of the committee.

## CHAIRMAN'S CORNER



Hot dogs and fireworks...what do they have to do with Independence Day? Great traditional celebrations! Independence Day in the greatest country in the world!

We certainly have something to celebrate. This country has achieved more in 200+ years than any country in the world. It all started with a Bill of Rights and Constitution like no other country in the world has seen. It continued with freedom to pursue dreams, ideas and accomplishments. This has been a country of dream it and do it! Our Capitalist society has rewarded people for their hard work and innovation.

Although the USA has fallen on hard times in the past, we knew we could still come back and did. The American spirit is strong and we will continue to succeed. It is a different world, with a lot of changes. Change is a challenge and pressure encourages innovation. On this 4th of July, let us look at our roots of entrepreneurship and courage. Entrepreneurship is still a valuable commodity. Courage is still required to take a chance, whether starting a new business or embarking on a career change.

See *Chairman* ... continued on page 3

## BE A PART OF LEADERSHIP SOUTHWEST—CLASS OF 2010

Leadership Southwest is accepting applications for its 25th anniversary class, the Class of 2010.

Leadership Southwest is a leadership and networking program in cooperation with the Cedar Hill, DeSoto, Duncanville, Lancaster, and Oak Cliff Chambers of Commerce. Class sessions are held the 3rd Wednesday of each month beginning in September and run through May and are held from 8:00 a.m. until 4:30 p.m. at different locations. Cost of the 9 month program is \$600.

Applications can be downloaded from LSW's website at [www.leadershipsouthwest.org](http://www.leadershipsouthwest.org) or can be obtained by contacting Karen Wilson at 972-296-0560 or at [kwilson@leadershipsouthwest.org](mailto:kwilson@leadershipsouthwest.org).

Deadline for applications is July 17. Mail the application packet to: Leadership Southwest, 4041 W. Wheatland Rd., Ste. 156-340 Dallas, TX 75237. The application packet should include a \$25 application fee and two letters of recommendation.

Got Questions? Contact /\*Karen Wilson\*/ or your chamber president.

## AROUND AND ABOUT...by Joe Johnson

**July 2009** – This is the time of the year when we celebrate our nation's independence, and this year we'll celebrate our **July 4<sup>th</sup> Festivities** in DeSoto at **Grimes Park**, off E. Wintergreen Rd. Lancaster and DeSoto share and alternate hosting this community get-together - and its DeSoto's turn!

### Committees, Committees

In the last few days we have been incredibly busy with working committees – **Web site, Shop Members First, Manufacturer's & Logistics Roundtable, Golf, Better Business Breakfast/Small Business Advisory Council and BREP**. And that's a good thing, as we have much to accomplish! ... Our members want to know what we do for them, and are we relevant to them? *And these are just some of the ways we are important to them.* ... **Dr. Bill Wells** and his Education Committee reviewed the **Texas Scholars** program and decided to change it up somewhat under the direction of **Dori Lee, Demetria Caston, Anita McPartland and Mark Gonzales**. ... The **Tigers @ Work** sub-committee with **Dori Lee** worked hard to get funds from Texas Workforce Solutions and just couldn't make it happen. The funds were earmarked for problem kids, and our kids didn't fit the bill.... Because of holidays, our **Manufacturers & Logistics Roundtable** moved their June



meeting to **July 24, 2009** at **Holiday Inn-Express**, DeSoto, where the emphasis will be on Logistics. ... Finally, on the traditional fourth Friday date of June 26, the **Better Business Breakfast** was held at **Antioch Christian Fellowship Hall with Obie Greenleaf** from **Small Business Development Center** speaking on Customer Service, and **Karen McClary** with **Edward Jones Co.** sponsoring the breakfast. ... Obie showed a short video about how **Pikes Fish Market** in Seattle provides superior customer service. ... After that meeting we had a **BREP** meeting with the mayor, city manager, economic development director, and me at **BASF – Lancaster** where manager **Jason Norfleet** hosted our meeting. BASF has long range plans to integrate 4 or 5 sister companies or operations into a campus-like area along W. Longhorn Dr. in Lancaster.

### Golf News

And finally on that fourth Friday, June 26, 2009, the new **Golf Committee** met for its inaugural meeting with new co-chairs **A.Z. Drones** and **Chuck Luke**, along with past-chair **Bob Borden** golf pro **David Royar** and me. ... **David's Sports Bar & Grill** is a great place for those types of meetings and solid plans

(See **AROUND** ... Continued on page 3)

## Mayor's Comments – Lancaster Connection



Mayor Marcus Knight

*Summer is here and so is the heat, unfortunately a bit earlier than usual. I would like to remind everyone that the City of Lancaster and City of DeSoto will combine to offer a 4<sup>th</sup> of July celebrate on Saturday July 4<sup>th</sup>. Please remember that this is DeSoto's year to host the event. The city council continues to work through the summer to address the needs of Lancaster. Our Airport's Master Plan is officially underway, and even got local media coverage. The renovation and expansion of Fire station #2 on Houston School Road is nearing completion, and we expect to officially open both Fire station #2 and the new Public Safety building this month. City Council and staff will continue to monitor activity during the Special Legislative session in Austin beginning July 1 to take advantage of opportunities for Lancaster. I wish everyone well as vacation season kicks into full swing!*

*Marcus Knight, Mayor  
City of Lancaster*

### Chairman ...Continued from page 2

I am so sorry for people in countries that quash the dreams of its citizens. I am so proud of this country where we still have the liberty for the pursuit of happiness. Bring on the hot dogs and fireworks. Never forget what we are celebrating!

*Vivian Chastain, Chairman  
Lancaster Chamber of Commerce*

### AROUND ... Continued from page 2

were laid. ... New sponsor and sign up forms are being prepared and committee members will be contacting past participants ASAP. The **Duffers Derby** will take place at **Lancaster's Country View Golf Course** on **October 12, 2009**. ... The plan is to have **Chick-Fil-A** bring us those great chicken box lunches, and **Outback Steakhouse** has agreed to once again feed us delicious steaks, potatoes and salad after play. ... "**Lancaster Means Business**" is our motto. ... *Where else can you have 5 or 6 hours of exclusive time with your key prospects, customers or co-workers?* ... Mark your calendar **NOW** for this fun and exciting day!

Now, about that question "**What does the Chamber do for me?**"

**... See You Around And About**

## 2009 Board of Directors

\* **Vivian Chastain**  
Bienvenidos Restaurant  
Chair

\* **A. Z. Drones**  
Atmos Energy  
Chair Elect

\* **Margie Waldrop**  
Profile Commercial Properties  
Past Chair

\* **Melody Stillings**  
Regions Bank  
Treasurer

\* **Joe Johnson**  
President

**Kenneth Govan**  
Oncor Energy

\* **Leslie Jutzi**  
The Allen Group

**Marcus Knight**  
Knight Waste Services

**Chuck Luke**  
AMREP

**Karen McClary**  
Edward Jones Investments

**Katina Potts**  
Maid 2 Serve U

**Mike Ratcliff**  
Access Self Storage

**Kevin Smith**  
DART Transit Company

\* **Lynnette Lakey Taff**  
Ten Mile Software

**John Thompson**  
Walmart

### Ex-Officio Members

**Rickey Childers, City Manager**  
City of Lancaster

**Dr. Dana Marable**  
Lancaster ISD

**John Polewski**  
Polewski & Assocs.

**Bill Conrad**  
Today Newspapers

• **Denotes Members of Executive Committee**

# What has my Chamber done for me lately? ...

*This is something we as active members often hear. "Shop Members First" is a program we have started to promote getting our members and citizens thinking to call Chamber Members first. "Monday Morning Money Madness" is a part of SMF and will hopefully get customers to try your business.*



## Monday Morning Money Madness

*As part of our "Shop Members First" campaign ... The Lancaster Chamber would like to introduce **Monday Morning Money Madness.***

Each Monday the Chamber will send an e-mail featuring a limited number (max 10 per week) of businesses offering coupons.

Each merchant will be required to include a short, simple promotion with an expiration date. It will be emailed that week, but someone may print it and hold on to it; therefore, you want to think about the length of your offer. You must email Mary at [chamber@lancastertx.org](mailto:chamber@lancastertx.org) by Wednesday at noon in order to be included in the next week's email. First come, first served. If more than 10 offers are submitted, then they will be on the waiting list for the next week.

If you have other ideas or questions, please contact committee chair and board member, Katina Potts of Maid 2 Serve U at 972-230-7877 or [Katina@maidtoserveu.com](mailto:Katina@maidtoserveu.com) or Mary and Joe at the Chamber office.

The **M<sup>4</sup>** goes out every Monday Morning

### Membership Event

The Lancaster chamber of Commerce will be working with the good folks at Your Chamber Connection to hold a record-breaking Membership Event on Tuesday and Wednesday, September 1st and 2nd, 2009. Chamber Chair Vivian Chastain has set a preliminary goal of 150 new members in TWO days.

Teams consisting of a Team Chair, up to five Captains each, and five players for each Captain will do the contacting for new members. "It really is a fun event, with lots of friendly competition between teams," said Vivian, who is looking for fun-loving, out-going players. Call the Chamber office at 972-227-2579 to volunteer.

### Duffers Derby Approaches

**\*\*\*\* MARK YOUR CALENDARS NOW!**

The Lancaster Chamber's Duffers Derby is slated to tee off on October 12, 2009, at 12:30 p.m. at Country View Golf Course under the direction of Golf Tournament Co-chairs A. Z. Drones and Chuck Luke. Former Golf Chair Bob Borden will lend a guiding hand for the 2009 Duffers Derby.

Committees are being formed and volunteers, sponsors and teams are needed. If you would like to help, please call the Chamber office at 972-27-2579.

## NEW MEMBERS

**Crystal Clean Express Car Wash**  
**Yong Park**  
**1530 W. Pleasant Run Rd.**  
**Lancaster, TX 75146**  
**469-877-5517**  
**Car Wash**

## MEMBER RENEWALS

### 56 Years

ONCOR  
 Mr. Kenneth Govan  
 P. O. Box 380100  
 Duncanville, TX 75138  
 972-768-3815  
 Utilities

### 29 Years

Lancaster Machine Shop  
 Mr. Keith Hutchinson  
 134 Industrial Road  
 Lancaster, TX 75134  
 972-227-2868  
 Manufacturing

### 25 Years

Hunter's Creek Apartments  
 Ms. Debbie Absher  
 1100 Riverbend  
 Lancaster, TX 75146  
 972-227-1016  
 Apartments

### 11 Years

AMREP  
 Mr. Chuck Luke  
 945 E. Pleasant Run Rd.  
 Lancaster, TX 75146  
 972-227-3304  
 Manufacturing

### 11 Years

Windsor Garden Nursing  
 Mr. Mike Larson  
 2537 W. Pleasant Run Rd.  
 Lancaster, TX 75146  
 972-228-8029  
 Nursing & Rehabilitation

### 11 Years

AMREP  
 Mr. Chuck Luke  
 945 E. Pleasant Run  
 Lancaster, TX 75146  
 972-227-3304  
 Manufacturing

### 8 Years

Thomas Hillsman  
 5220 Spring Valley, Ste. 404  
 Dallas, TX 75254  
 214-368-5900  
 Individual

### 8 Years

CIA Machinery  
 Mr. Paul Davidson  
 P.O. Box 763670  
 Dallas, TX 75376  
 972-224-5501  
 Equipment Sales—  
 Utility Equipment

### 8 Years

Henry Building, Inc.  
 Mr. Ed Henry  
 2450 N. I-35E  
 Lancaster, TX 75134  
 972-224-8291  
 Construction—Commercial

### 8 Years

Lenamond Roofing  
 Mr. Mike Lenamond  
 P. O. Box 281  
 Lancaster, TX 75146  
 972-227-3782  
 Roofing

### 8 Years

Lancaster Historical Society  
 Ms. Susan Anderson  
 P. O. Box 173  
 Lancaster, TX 75146  
 972-227-3810

### 7 Years

Hickory House Barbeque  
 Mr. Mike Showalter  
 906 N. Dallas Ave.  
 Lancaster, TX 75146  
 972-227-7322  
 Restaurant & Catering

### 7 Years

Peggy Smith  
 911 Nokomis Circle  
 Lancaster, TX 75146  
 214-460-55331

### 6 Years

Greet America/Fundraiser  
 Store  
 Mr. David Abright  
 3200 W. Pleasant Run Rd.  
 Ste. 400  
 Lancaster, TX 75146  
 469-727-0450  
 Marketing Company

Alpha Medical Center  
 Dr. Austin Ogwu  
 2505 W. Belt Line Road  
 Lancaster, TX 75146  
 972-230-8290  
 Physicians

### 5 Years

Evergreen Buffet Grill  
 Ms. Vickie Pan  
 3250 W. Pleasant Run Rd.  
 Ste. 300  
 Lancaster, TX 75146  
 972-274-5558  
 Restaurant

### 4 Years

Atmos Energy  
 Mr. A. Z. Drones  
 800 E. Border Street  
 Arlington, TX 76010  
 817-303-2906  
 Utilities

A Different Plate  
 Chef Carlos Whitfield  
 1124 N. Dallas Ave  
 Lancaster, TX 75146  
 214-244-1733  
 Caterer

### 4 Years

SW Dallas County Alumnae  
 Chapter of Delta Sigma  
 Theta Sorority  
 Ms. Joycelyn Caesar  
 P. O. Box 1632  
 DeSoto, TX 75123  
 972-672-8156  
 Organization

### 3 Years

ServPro NW & SE  
 Richard & Grace Clark  
 1846 Idelwild Lane  
 Lancaster, TX 75134  
 972-227-0800  
 Cleaning & Restoration

### 3 Years

Bailey Tool & Mfg. Co.  
 Mr. John Buttles  
 600 W. Belt Line Rd.  
 Lancaster, TX 75146  
 972-218-7800  
 Manufacturing

### 2 Years

IHOP  
 Mr. Tracey Handsome  
 790 N. I-35E  
 Lancaster, TX 75146  
 972-274-9191  
 Restaurant

### 1 Year

Neighborhood Credit Union  
 Mr. Christopher Clemmons  
 1455 W. Pleasant Run Rd.  
 Lancaster, TX 75146  
 214-748-9393  
 Credit Union

# Save gas—try your local restaurants.



**Bienvenidos Fresh-Mex Restaurant & Too Hot Cantina**  
920 N. I-5E

**CiCi's Pizza**  
3250 W. Pleasant Run #210

**IHOP**  
790 N. I-35E

**Evergreen Buffet, Grill & Seafood**  
3250 W. Pleasant Run Rd., Ste. 300

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121 Historic Town Square

**Los Tapatios**  
161 Historic Town Square

**McDonalds'**  
1463 W. Pleasant Run Rd.

**Roma's Italian Restaurant**  
201 W. Pleasant Run rd.

**Taco Cabana**  
786 N. I-35E

**Ton's Palace**  
3250 W. Pleasant Run, Ste. 285

**Whataburger**  
1005 W. Pleasant Run Rd.  
120 N. I-35E  
3797 N. Houston School Rd.

**Outback Steakhouse**  
1101 N. I-35E  
DeSoto, TX 7515

**Incredible Pizza Company**  
1330 N. Town East Blvd.  
Mesquite, TX 75150

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cell 469-644-2513  
e-mail: profilec@flash.net

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www.redbirdtravel.com

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CERTIFIED PUBLIC ACCOUNTANT

**PATTY HAVARD, CPA**

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Lancaster, TX 75146 Fax (972) 227-6945

(972) 227-3342 Fax: (972) 227-6350

**Joe McKay**  
Attorney At Law

Mail Address: 211 W. Pleasant Run  
P. O. Box 985 Suite 111  
Lancaster, TX 75146-0985 Lancaster, TX

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www.curvesoflancaster.com

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# VISITOR & TOURISM ... UPCOMING EVENTS

**Saturday, July 4 – 6:30 PM**

**Best Southwest 4th of July Fireworks in DeSoto**

Lancaster and DeSoto will join forces once again to put on an old-fashioned 4th of July celebration, featuring live music, food, children's activities, and of course, fireworks. Bring your lawn chairs, blankets, and picnic baskets and come prepared for an evening of great fun!

**August 15**

**Back to School Parade**

**September 5**

**Open Cockpit Day/Warbirds on Parade at Lancaster Airport**

**September 1-3**

**Lancaster Chamber Membership Event**

**October 8**

**Chamber Luncheon — “State of our Schools”**

**October 9 – 10**

**OktoberFest at the Historic MKT Depot and Rose Garden**

**October 12**

**Annual Duffer’s Derby at Lancaster’s Country View Golf Course**

**October (dates TBA)**

**Haunted Hayride at Bear Creek Nature Preserve**

November 12

Chamber Luncheon

**December 4 – 5**

**Christmas Tour of Homes**

**December 12**

**Lancaster Lights Christmas Parade**

## NetConnect After 5 (NCA5)

July 2, 2009  
5:30—7:30 p.m.

**Host: MKT Train Depot &  
Rose Garden  
325 E. Pecan Street**

**Tim & Lynnette Taff, Ten Mile  
Software will provide wine and  
drinks**

**Bring a door prize and you get  
to do a two-minute infomercial.**

## BETTER BUSINESS BREAKFAST

For Small Businesses

7:30 — 9:00 a.m.  
Friday, July 24, 2009

Taco Cabana  
786 N. I-35E

Sponsored by Taco Cabana

Free Breakfast

# CHAMBER HAPPENINGS

Our “NetConnect After 5” has been a growing success. We had a good time at Roma’s Italian Restaurant on June 4th. Be sure and join us July 2nd at MKT Depot & Rose Garden, 5:30—7:30 p.m.



At NCA5 Obie Greenleaf, BSW Small Business Development Center, won our 50/50 Raffle Prize.



Lavish Wines from Cedar Hill was at our NCA5 giving wine tastings.

Owner, Florenc Leshnja, (Green shirt) looks on as other Chamber members introduce themselves.



Karen McClary and Vivian Chastain present Mike & Linda Ratcliff an “Appreciation Basket” for their dedication to the Chamber. The Ratcliffs are off on a 6-month “Tour of the States”.



Chamber welcomed new member “Rapid State Inspection” with a Ribbon Cutting. Richard & Sarah Zafarano and staff cooked up some delicious hamburgers and hotdogs. Stop by for an inspection. They are located at 3102 N. Houston School Road.

## AMBASSADORS FUNGROUP



Lancaster ISD  
Dr. Dana Marable

As a part of the new “Ambassadors FunGroup”—Karen McClary and Joe Johnson visit businesses thanking them for their membership, and delivering cookies provided by MCM Grandé Hotel.



Windsor Gardens Nursing & Rehab, Mike Larson

# CHAMBER PARTNERS

## ***GOLD PARTNER***

Walmart—Lancaster



## ***SILVER PARTNERS***

Levine's Dept. Store  
Access Self Storage  
DART Transportation  
MCM Grande Hotel  
Brenntag Southwest  
Stinson Plumbing  
ServPro NW & SE  
Regions Bank  
Allied Waste Services  
Red Bird Travel  
The Allen Group

## ***BRONZE PARTNERS***

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ONCOR  
Profile Commercial Properties  
Town Square Realty  
Atmos Energy  
Edward Jones—Arnie Knecht  
UNT—Dallas  
Bentwood Company  
Regions Bank  
Chase Bank  
Brasscraft  
Frank Bentley