



THE INFORMER

Lancaster TX.org

Chamber of Commerce News

A monthly publication of the Lancaster Chamber of Commerce.



June 2010

Volume 12, No. 6

Calendar of EVENTS



June 2 7:30 a.m.

Chamber Board Meeting at Lancaster Chamber & Visitor Center.

June 3 5:30—7:00 p.m.

NetConnect After 5 (NCA5)

"A Premier Networking Event"

At MCM Grande Hotel in DeSoto.

June 9 11:30 a.m.

Best Southwest Chamber Luncheon at MCM Grande Hotel in DeSoto..

June 12 10 a.m.—4 p.m.

Saturday on the Square. Featuring "Summer Safety" with the Fire & Police Depts. and MADD.

June 17 7-9 a.m.

Rise and Shine Breakfast

Hosted by Duncanville.

(www.riseandshinenetworking.com)

June 18 8:30 a.m.

Lancaster Education Foundation Golf Tournament at Lancaster Country View Golf Course

June 19 4-10 p.m.

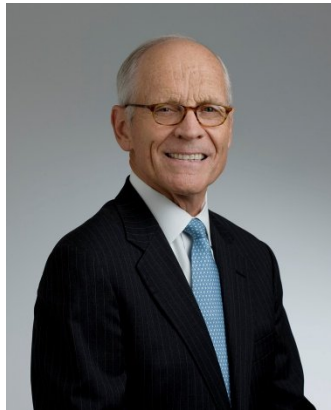
Juneteenth Celebration for BSW Cities at Duncanville's Armstrong Park.

June 21 11:30 a.m.

Education Committee Meeting at Bienvenidos Restaurant

June 25 7:30 a.m.

Better Business Breakfast at Chamber Office—103 N. Dallas Avenue.



Best Southwest Chambers Luncheon

Wednesday, June 9, 2010

11:30 a.m.—1:00 p.m.

MCM Grande Hotel in DeSoto

Speaker: Bill Lively

President and CEO

North Texas Super Bowl XLV Host Committee

BSW + Super Bowl = \$\$\$

Bill Lively is President and CEO of the North Texas Super Bowl XLV Host Committee. The Committee is chaired by former Dallas Cowboys' quarterback Roger Staubach. The North Texas Super Bowl XLV Host Committee is responsible for raising approximately \$30 million, recruiting and training thousands of volunteers and planning and producing events throughout the region that will attract hundreds of thousands of visitors and generate hundreds of millions of dollars of economic activity.

From 2000 through 2008 Bill Lively served as the founding President and CEO of the Dallas Center for the Performing Arts. For twenty-five years Bill Lively was on the faculty and in the administration of Southern Methodist University serving the last seven years as the University's Vice President of Development, Public Affairs, Alumni Relations and Lecture Programs. While with SMU, Mr. Lively also spent twenty-three years with the Dallas Cowboys. Between 1975 and 1988 he served with Tex Schramm and Tom Landry as Director of the Dallas Cowboys' Band and producer of the Cowboys Game Day Entertainment. From 1988 through 1997 Mr. Lively worked with Jerry Jones as the Dallas Cowboys' Executive Entertainment Producer. Bill Lively produced entertainment for Super Bowls XII and XIII.

A native Texan, Bill Lively was raised and educated in Dallas. He earned a Bachelor of Music Degree from Southern Methodist University and a Master of Education Degree from the University of North Texas. He is recipient of Distinguished Alumnus Awards from both universities.

Bill Lively and his wife, Mickey, live in Dallas. They have five children and ten grandchildren.

\$25 per person or \$250 for a Sponsor Table of 8.

Please make your reservations by calling the Chamber at 972-227-2575 .

CHAIRMAN'S CORNER



June, 2010—As of this writing, I've just had my knee replaced and I'm in rehab. The surgery went fine, but rehab is rehab—not fun. I understand the Chamber had a great Treasures of Texas party for its Annual Auction Gala at the Southern Cross and I wish I could have been there.

Joe Johnson tells me that he attended his first Lancaster Gala 15 days after his knee replacement—but I think he's getting me ramped up to be at the May 13th Chamber Luncheon and Police Officer Memorial Service.

I'm sure you heard the story about Johnson—about how he bought some new Michelin tires for his Town Car from Donny McReynolds at TCI Tires. He had to have the thin white walls that came OE. Now Donny calls Joe's car a Pimp Mobile. Doug Hunt and the Access Self Storage guys did Donny one better - they put longhorns on his Town Car. (see photo from the Gala). It must have been a wild, wild Treasures of Texas Auction Gala.

Johnson is reporting that he and his committee did reach the Chamber Board's approved budget figure set in our 2010 Board Retreat. Congratulations to all our committee and staff in reaching a tough goal in a tough economic environment.

A.Z. Drones, Atmos Energy Board Chairman



AROUND AND ABOUT...by Joe Johnson

June 2010 – The end of April and all of May were incredibly busy times for you and your Chamber here in , was one of the most successful and most fun 'Galas' in recent history! ... Our silent and live auctions exceeded budget – but sponsorships were down some due to the economy. ... We appreciate those sponsors who stepped up to the plate and made a difference, especially our Title Sponsor **Levines Dept. Stores**, and our Diamond Sponsors **Red Bird Travel** and **Access Self Storage**. ... We discovered a new facility – to us – called **The Southern Cross** on Dowdy Ferry Rd. It was a perfect place for our needs. ... **Doug Hunt's** wife, **Donna**, said that *"of all the Galas they attended during this 'Gala Season', the Lancaster Treasures of Texas was absolutely the most fun!"*

Peace Officer Memorial Service

On May 13, 2010, we co-hosted the **Peace Officer Memorial Ceremony** at our May Chamber Luncheon, led by Police Chief **Keith Humphrey** and catered by **Bienvenidos** with a full house in Grand Hall. ... Eighteen businesses or organizations stepped up and were table sponsors to enable peace officers to attend at no charge. .. This is always a moving ceremony recognizing our fallen Peace Officers from the previous year – and honoring those who put their lives in harms way each and every day. ...



We are all grateful for our Peace Officers!

NCA5 and BBB

On May 6th **Frank Bentley** hosted us for NCA5 at his **ABG Marketing** offices for a joint "NetConnect After 5" networker with DeSoto Chamber. **Vivian Chastain** brought food and Frank supplied the rest. It was a very good networker - with new people! ... And on Friday, May 28, 2010, our monthly **Better Business Breakfast – BBB** – had a program in the Visitors Center Board Room about marketing for small businesses. ... **Katina Potts** explained 5 things **TO DO**, and **Frank Bentley** told 5 things **NOT TO DO** in print advertising. It was a very interesting exchange of ideas.

Rise and Shine Networking

On Thursday, May 20th Lancaster Chamber hosted – along with **Vivian Chastain** – the monthly **Rise and Shine Networking** event for 8 Chambers of Commerce in the showroom at **Bienvenidos**. ... Seven a.m. comes awfully early, but the room

(See AROUND ... Continued on page 3)

Mayor's Comments – Lancaster Connection



Mayor Marcus Knight

June is shaping up to be a busy month. On the heels of local elections, our city council will participate in our annual retreat on June 10-12. This will be an opportunity to establish goals for our community, as well as, getting to know our newest council members: Walter Weaver, District 1, Marco Mejia, District 3, and Clyde Hairston, District 5. Additionally, I encourage those businesses and residents residing in District 1, 2, and 5 to attend our town hall meeting on June 17th to be made aware of activities on your respective districts, and the city as a whole.

The Best Southwest communities will celebrate Juneteenth in Duncanville this year, so please come out and represent Lancaster. Happy Father's Day and have a great June!

*Marcus Knight, Mayor
City of Lancaster*

AROUND ... Continued from page 2

was full of enthusiastic networkers – and even played a game of “**Speed Networking**”, that works just like speed dating. ... It was fun, and everybody got 2 minutes with everyone else.

Best Southwest Luncheon

On June 9th, the Lancaster Chamber will host the monthly **Best Southwest Partnership Luncheon** at the MCM Grande Hotel, featuring **Mr. Bill Lively**, president of Super Bowl XLV Host Committee. ... We'll be discussing how **BSW + Super Bowl = \$\$**. ... If you are in the restaurant, hotel/motel or hospitality business, this is a big opportunity for you and you should attend! ... Make your reservations early at 972-227-2579.

Be good to your neighbors, and remember our mission statement is:

***"To Actively Support, Promote and Attract Business to
Better Serve the Greater Lancaster Area".***

... See You Around And About .

Mission Statement: *To actively support, promote and attract business to better serve the greater Lancaster area.*

2010 Board of Directors

* **A. Z. Drones, Chair**
Atmos Energy

* **Karen McClary, Chair-elect**
Edward Jones Investments

* **Vivian Chastain, Past Chair**
Bienvenidos Restaurant

* **Melody Stillings, Treasurer**
Regions Bank

* **Joe Johnson**
President

Frank Bentley
ABG Marketing

Paula Blackmon
UNT Dallas

Tom Crain
Brenntag Southwest

Kenneth Govan
Oncor Energy

* **Doug Hunt**
Access Self Storage

Marcus Knight
Knight Waste Services

Ronnie Lowe
Lancaster Outreach Center

Katina Potts
Maid 2 Serve U

Randy Rostad
Retired

Kevin Smith
DART Transit Company

Evelina Echols-Sutton
Methodist Charlton Medical Center

John Thompson
Walmart

Margie Waldrop
Profile Commercial Properties

* **Dr. Bill Wells**
Cedar Valley College

Ex-Officio Members

Rickey Childers, City Manager
City of Lancaster

Dr. Dana Marable
Lancaster ISD

John Polewski
Polewski & Assocs.

• **Denotes Members of
Executive Committee**

NCA5

NetConnect After 5

"A Premier Networking Event"

Please mark your calendars for these future NCA5 events.

June 3, 2010
MCM Grande Hotel
1515 N. I-35E
DeSoto, TX 75146

July 2, 2010
Windsor Gardens Residential Health Services
2535 W. Pleasant Run Rd.
Lancaster, TX 75146

August 5, 2010
Neighborhood Credit Union
1455 W. Pleasant Run Dr.
Lancaster, TX 75146

Sept. 2, 2010
Lancaster Historical Society & Oktoberfest
MKT Depot & Rose Garden
325 E. Pecan Street
Lancaster, TX 75146

October 7, 2010
Aflac Insurance
Lancaster Chamber & Visitors Center
103 N. Dallas Avenue
Lancaster, TX 75146

November 4, 2010
OPEN

December 2, 2010
Regions Bank
1425 N. Dallas Avenue
Lancaster, TX 75134

CHAMBER HAPPENINGS



Lancaster Chamber Luncheon & Peace Officers Memorial Service was held on May 13th at the Lancaster Recreation Center Grand Hall.

Chief Keith Humphrey read the names of the fallen officers in Texas.



MEMBER SPOTLIGHT



David Hunt
Owners Management Co.
Access Self Storage
 3404 N. Interstate 35E
 Lancaster, TX 75134

Off. 214-742-9499 x 104
 Fax 214-742-9487

David Hunt is one of the owners of Access Self Storage, an award-winning company with six locations across the Dallas-Fort Worth metroplex and over thirty years of experience in the area. Honoring Access's ongoing commitment to its community, David serves on the Board of Directors of the Oak Cliff Chamber of Commerce, the location of another Access facility.

Since opening its doors in 1976, Access Self Storage has devoted itself to enriching the communities in which it does business. Because of this commitment, the company has been awarded the Consumers' Choice Award for 2009 and 2010, Best Storage Facility in Ellis County, Business of the Year, and Outstanding Community Service. The six locations in Garland, Dallas, Oak Cliff, Red Oak, and Lancaster consistently provide exceptional quality and service to their customers.

David is a recent graduate of the Leadership Southwest program which educates community members about pertinent issues in the area.

BETTER BUSINESS BREAKFAST

Fourth Friday of Every Month

Friday, June 25, 2010
 7:30—9:00 a.m.

Sponsored by Oncor Electric Delivery

Lancaster Chamber & Visitors Center
Board Room
103 N. Dallas Avenue

Breakfast is served at no cost—but RSVP requested.

NCA5

NetConnect After 5

"A Premier Networking Event"

Thursday, June 3, 2010
5:30—7:00 p.m.

At MCM Grandé Hotel
1515 N. I-35E, DeSoto
(I-35E at Wintergreen)

Bring your business cards and a door prize if you wish. Everyone will get a chance to tell us about their business.

If you are interested in hosting or sponsoring an NCA5 event this year, please let the Chamber know.

NEW MEMBERS



Creekwood Place Apartments

Ms. Melissa Mercado
485 Rolling Hills Place
Lancaster, TX 75146
972-274-2531
Apartments

Renfro Glass

Ms. Denise Chilcutt
1822 N. I-35E
Lancaster, TX 75134
92-228-1962
Glass—Home & Auto



MEMBER RENEWALS

30 Years

Stewart Title Company
Ms. Kay Fields
428 W. Pleasant Run
Lancaster, TX 75146
972-227-5475
Title Company

30 Years

LGS Technologies
Mr. Bill Cline
2950 W. Wintergreen
Lancaster, TX 75134
972-224-9201
Manufacturing

27 Years

Anko Products
Mr. Mike Tharp
146 Industrial Road
Lancaster, TX 75134
972-227-4466
Manufacturing

24 Years

Portofino Apartments
Ms. Debbie Absher
1400 N. Bluegrove Road
Lancaster, TX 75134
972-227-6040
Apartments

17 Years

Regions Bank
Ms. Melody Stillings
P. O. Box 368
Lancaster, TX 75146
972-227-2131
Bank

12 Years

Kwik Kopy Digiprint
Mr. John Johnson
638 E. Centre Park Blvd.
DeSoto, TX 75115
972-228-3344
Printer, Publisher

9 Years

Patricia Havard, PC.
Ms. Patty Havard
211 W. Pleasant Run #115
Lancaster, TX 75146
972-227-6900
Accountant

9 Years

Lancaster Historical Society
Ms. Evelyn Rostad
P. O. Box 173
Lancaster, TX 75146
972-227-8901
Organization

9 Years

Strain Farmstead
Dr. Mary Sykes
P. O. Box 616
Lancaster, TX 75146
972-227-1382
Organization

9 Years

TCI Tire Centers
Mr. Donny McReynolds
3101 N. Houston School Rd.
Lancaster, TX 75134
972-228-8280
Tire Dealer

9 Years

Brenntag Southwest
Mr. Tom Crain
704 E. Wintergreen
Lancaster, TX 75134
972-218-3500
Distributors

9 Years

Con-Way Truckload, Inc.
Mr. Brad Vaughn
2935 Daniieldale
Lancaster, TX 75134
972-224-3800
Transportation Company

9 Years

First Baptist Church
Rev. Charles Dixon
305 E. Third Street
Lancaster, TX 75146
972-227-2175
Church

9 Years

First United Methodist Church
Rev. Rick Hawkins
201 S. Dallas Avenue
Lancaster, TX 75146
972-227-1554
Church

8 Years

Budget Yellow Pages
Mr. Troy Ketchem
550 N. Main, Ste. 203
Duncanville, TX 75116
972-780-9737
Advertising, Publishing

4 Years

Traditional Healthcare
Services
Ms. Sharon Brooks
918 N. Dallas Ave.
Lancaster, TX 75146
972-218-2272
Home Health Care

3 Years

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

2 Years

Lumber Liquidators
Mr. Jeremy Johnson
1810 N. I-35E
Lancaster, TX 75134
817-717-3164
Flooring

1 Year

Lancaster Outreach Center
Mr. Ronnie Lowe
135 W. Alexander
Lancaster, TX 75146
972-227-0138
Organization

Come learn how Lancaster and the Best Southwest can benefit from the North Texas Super Bowl XLV

SAVE THE DATE

BSW Quarterly Luncheon
Wednesday, June 9, 2010
 MCM Grande, DeSoto, TX 75115
11:30 am

Come learn the impact of  *to the BSW Economy*



Bill Lively, President & CEO,
 North Texas Super Bowl XLV Host Committee

Reservations can be made at any of the BSW Chamber's of Commerce:

Cedar Hill	De Soto	Duncanville	Lancaster
972-291-7817	972-224-3565	972-780-4990	972-227-2579

Or call 972-780-4999 for additional information



LancasterTX.org
 Chamber of Commerce
 and Visitors Center

Best Southwest Partnership
 Cedar Hill * De Soto * Duncanville * Ferris * Glenn Heights
 Hutchins * Lancaster * Midlothian * Ovilla * Wilmer
www.bestsouthwest.org



BEST SOUTHWEST
 PARTNERSHIP

BSW + Super Bowl = \$\$\$



SHOP MEMBERS FIRST

“Shopper Card”

The objective of this promotion is to bring shoppers to the chamber member businesses in the Lancaster area.

Below is the information on the Shopper’s Card promotion:

1. Promotion will run from February 1 to December 31, 2010.
2. Cost to participating chamber members is \$50.
3. Shopper card will be the same size as a normal credit card. It will be identified as a “Lancaster Chamber of Commerce Shop Member’s First ‘Shopper Card’”. Each card will have its own serial number for tracking the promotion and a Signature Panel.
4. Members will decide what discount/offering they can offer to the public when the card is presented at their business. **A Shopper Card can be used over and over, so members must present a discount(s)/offering(s) they can absorb for the eleven month promotion. These discounts/offering(s) can be changed on a monthly basis, if necessary.** However, if a customer comes in asking for a previous discount offering, it should be honored with a same or equal value.
5. Members will receive the following for participating:
 - A supply of Shopper cards to sell to the public. Cards will sell for \$10 each with the member and Chamber each receiving \$5 from the sale. This will allow participants to recover some of their cost of participating, and perhaps even make money.
 - Their name and address on a flyer that will be circulated to the participating members. A plastic holder will be placed in a location where customers may take a copy.
 - A listing on the Chamber’s www.shopmembersfirst.com website with the discount/offering. Again, this discount/offering may be changed monthly. Members may purchase additional advertising on this website at a discounted price. The public will be urged to check the website for current discounts.
 - A business listing (name of company only) in a full page ad announcing the promotion in *The Best Southwest Connection*, February, 2010 issue. This direct mail marketing magazine will be mailed and distributed to over 35,000 households and businesses in the Southern Dallas Area.
6. Please contact the Chamber or Frank Bentley for more information. Frank can be reached at frank@bswnews.com or 972-283-0150. Fax form to: 972-28-30226.

Name of Company/Contact _____

Address: _____

Telephone: _____ E-Mail: _____

Website: _____ Offering: _____



**NETWORKING ... come let others know
about your business ...**

**NCA5
First Thursday of Each Month
5:30 to 7:00 p.m.**



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www.maid2serveu.com



In April we met at ABG Marketing for lots of networking. Frank Bentley was our host and he had Bienvenidos Restaurant do the catering.

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

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President/CEO

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(972) 291-9990 ext. 307 (972) 291-0354 (fax)
Info@redbirdtravel.com
www.redbirdtravel.com

Telmark I.T.

Ricardo Pearson
Information Technology Specialist

620 Gardenia Street
DeSoto, TX 75115
Phone 469-286-9243
Fax 469-519-4814
rpearson@telmarkit.com

PATRICIA HAVARD, P.C.
CERTIFIED PUBLIC ACCOUNTANT

PATTY HAVARD, CPA

211 W. Pleasant Run, #115 (972) 227-6900
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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FAX 972.721.1966
TECL #17875, B 1545 CELL 214.493.6614

Fire & Water—Cleanup & Restoration

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Fax: 972-228-8240
RGClark8759@msn.com Nextel 142*21*2823
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Jeff & Debbie Ford
Managers

Phone: 972-224-4545
Fax: 972-224-4546
1040 Cedar Valley Drive
Lancaster, TX 75134 Penske: 972-224-4547
Lancaster@access2dfwstorage.com

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Lancaster, TX 75146 www.curvesofar.com

Richard Zafarano 972-228-1144

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Thank You



On behalf of our President, Dr. Jennifer Wimbish, we would like to express our most sincere appreciation and gratitude for your participation in the Grand Opening of our new Science, Veterinary Technology, Allied Health building. This was a monumental day for our college, as well as our community, and your invaluable support made this ground breaking ceremony a success. We are pleased to respond to the needs of the community.

Respectfully,

Patricia A. Davis

Patricia Davis
Chief, Community and Resource
Development Officer

Cedar Valley College
3030 North Dallas Avenue
Lancaster, TX 75134

Your Chamber's Web Site is Your Connection to Valuable Information

www.LancasterTX.org

- **www.2ndSaturday.yolasite.com**—what's happening on Historic Town Square.
- **www.ShopMembersFirst.com**—for latest updates on Shoppers Card and valuable offers.
- **Calendar**—to keep up to date on calendar, from Chamber Website, click on “Calendar”
- **Businesses**—find a chamber member business, from Chamber Website, click on “Business Directory”.
- **VisitLancaster.org**—for happenings in Lancaster, from Chamber Website, click on “VisitLancaster”.
- **History**—find out interesting facts about Lancaster, from Chamber Website, click on “History”.

For information in Lancaster, always go to:

www.LancasterTx.org

CHAMBER PARTNERS

GOLD PARTNERS



SILVER PARTNERS

BRONZE PARTNERS

Levine's Dept. Store
 MCM Grandé Hotel
 Brenntag Southwest
 Stinson Plumbing
 ServPro NW & SE
 Allied Waste Services
 The Allen Group
 ONCOR
 Atmos Energy

Profile Commercial Properties
 Town Square Realty
 UNT—Dallas
 Bentwood Company
 Regions Bank
 Brasscraft
 ABG Marketing, Frank Bentley
 Kwik Kopy Digiprint
 Aflac Insurance