



# Chamber e-News Blast – August 2021

## OUR MEMBERSHIP

### What the Chamber offers its members....

We want to make sure that our members know what SACC offers you, the member:

- We offer Zoom teleconferencing
- Business Consulting
- Executive Chat – Questions and Answers
- Cyber Awareness – With Applied Imaging
- Microsoft Teams
- Use of our copier/printer

Just let Lori know at the chamber office if you would like to use our office. (734)429-4494.

[lori@salinechamber.org](mailto:lori@salinechamber.org)



## SACC BOOTH AT THE SALINE FAIR

Would you like to have a booth at the Saline Fair but don't have the time? Why not use the SACC booth to promote your products/services? Just drop off your promotional materials at the Chamber office and we will be happy to display and promote your business at the Saline Fair. The Fair dates are September 1st to September 5th from 10 am – 10 pm. If you would like to volunteer, contact Lori to get on the volunteer list.





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## **Saline Community Fair Packages available to businesses**

In past years, the Saline Community Fair has partnered with several businesses which wanted to provide opportunities for employees, and their families to attend the fair and enjoy various activities. In showing appreciation to these employees, these businesses have pre-purchased admission tickets, ride tickets, and/or grandstand show tickets, and distributed them to their employees. If your business is interested in exploring this opportunity, please contact Steve Thelen, Fair Treasurer, by Tuesday, August 31<sup>st</sup> for additional information and /or to set up your specific package. He may be reached at 734-216-3671 or [sthelen22@aol.com](mailto:sthelen22@aol.com). A complete schedule of activities and other information can be found at [www.salinefair.org](http://www.salinefair.org)

## **Board Members Wanted!!**

Would you like to serve on the SACC Board for the coming year? The Chamber is looking for potential board members. Please let Lori know if you are interested in serving on the Chamber Board!

## **OUR PROGRAMS**

### **SHARE IDEAS, DEVELOP RELATIONSHIPS AND PROFESSIONAL DEVELOPMENT**



Rebuilding our events & industry groups have been one of our priorities as we continue to adjust during these times. We are encouraging our membership to stay involved with our programs to maximize their benefits.



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**HR Excellence** – Thank you to all that joined us for the HR Excellence Webinar on Change Management. To those of you who were not able to join, here is the link to watch the replay <https://youtu.be/ENeo5LT-3K0>

Our September topic will be The Workplace Impact of Changing Marijuana Laws, scheduled for Thursday, September 16<sup>th</sup> at 3:00pm. How well do you understand the workplace impact of legal marijuana use? Register here:

[https://us02web.zoom.us/meeting/register/tZYkfumspzosH9HFSy4KBCI1\\_ttDqbta\\_mX2U](https://us02web.zoom.us/meeting/register/tZYkfumspzosH9HFSy4KBCI1_ttDqbta_mX2U)

**Business Networking Events** – So far, we have been able to host a few networking events this year at Oscar’s Sports Bar & Grill and Dan’s Downtown Tavern. Ryan McGovern from Edward Jones and Leah Nauseda from SCS Image Group are the coordinators for this program. The networking program is designed to allow you to share with others what makes your company unique, plus raise your company’s visibility as an active part of the SACC community. See our Facebook page and SACC event calendar for further dates and times.

We are also having a Late Lunch gathering at the Saline Community Fair on Thursday, September 2<sup>nd</sup> at 1 pm. It will be held on the Washtenaw Farm Council Grounds and will be in Building G. You will be able to purchase your food from one of many food vendors on the grounds. RSVP to Lori at the Chamber. This will serve as your free admission to the fair. Reservations are needed by August 31<sup>st</sup> for the free admission. We look forward to seeing you there!!

**Annual Golf Outing** – The annual golf outing is Tuesday, September 21, 2021, at Stonebridge Golf Club. We are still looking for sponsors and volunteers for this grand event. If you would like to donate to the golf outing contact Tammie King at Bemis Farms Preschool & Childcare or Lori Little at the Chamber. Our online registration is available on our Chamber website. Please sign up today!!!

[www.salinechamber.org](http://www.salinechamber.org)



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## CHAMBER CHAT.....



## The People's Choice Awards

The votes are in!! Join us at the Saline Fair, Wednesday, September 1<sup>st</sup>, 2021, from 6-7 pm. We have reserved this time slot for the presentation of the winners of the People's Choice Awards at the Saline Fair Grandstand. The SACC and Saline Mainstreet will be giving out the awards and the event is currently sponsored by DTE. Each category winner will receive a 4x3 People's Choice Award Banner to display in their place of business for a month.

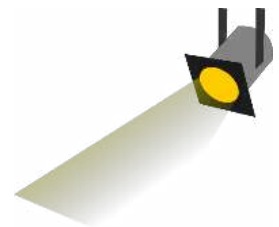
## LOCAL HAPPENINGS – SPOTLIGHTING OF A LOCAL BUSINESSES

### ***SHARING WHAT MAKES YOUR COMPANY SPECIAL***

#### **JointPivot**

JointPivot was formed in October of 2019 when Julie Miller decided it was time for a change, and this has always been a dream of hers. She invited a long time co-worker, Jennifer Tankanow to join her, because they were both really passionate about planning and process improvement. They realized they love what they do more than who they do it for, and the more we could share our skills with people who need them, at a price point that was attainable for smaller and mid-size companies. Many smaller organizations don't have room in the budget for a Lean Sensei, Six Sigma Master Black Belt, Change Management Professional, or dedicated Strategic Faciliator, so why not borrow the expertise part-time?

JointPivot provides immediate value without the hassle of additonal headcount. We partnerwith business leaders to dig down to the root of the cause of their issues, solving problems and creating opportunitites right at the pivot point. Using their training and





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experience we deliver creative plans and solutions, utilizing their talent or training yours. They are available for full or half day sessions, or by proposal ,for: facilitated strategic planning, problem solving and process improvement, start to finish project and change management, full training program development and delviery, and coaching. You can contact Julie Miller at (734)649-8285 or [julie@jointpivot.com](mailto:julie@jointpivot.com)

### Baker's Nook

When the pandemic first hit, we knew we were in trouble. As a family-owned business, we had to think quickly about what to do to survive this. We could either give up and let it all go back to the bank or fight. We chose to fight.

Prior to the pandemic we sold baking and candy-making supplies, which were about 70% of our business, and the other 30% was making cakes and cupcakes. The cake sales dropped to zero and in-store sales of goods went to 'next to nothing' during the first six months of the pandemic.

We did a complete turnaround in our business model and began serving food and various other items such as drinks etc.

Under Anne Shockley's leadership, we made the necessary changes to survive, and learned how to turn Baker's Nook into a fulltime takeout bakery, serving meals, donuts and various pastries and pies. We also jumped into the coffee game and now serve lattes, espressos, and cappuccinos.

This was done in under two weeks; which is like going from preschool to college graduate in under two weeks; a very hard thing to do.

We added food trucks to our offerings at Baker's Nook in Saline. We have helped many food trucks stay in business by doing this, which brought a variety of new foods into the area. Many of the food trucks we have at Baker's Nook in Saline are minority-owned and operated.

We added small business pop-ups inside our store. We had Vicki selling masks every Saturday and we have had other various small businesspeople selling items from fingernails accessories to clothing items. Still to this day, any small business can come to us and ask to sell inside our store. This is a free service.



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During the first few months of the pandemic, Anne, her mother Pat (who is 83 years old, and volunteers her time), and I were the only people working at the store. Even now, Anne and I are working 80-hour weeks to keep things afloat.

My 67-year-old brother in-law, Bob, volunteers his time and comes in to help us (probably the most important person in our company right now). He washes dishes and cleans up, saving us countless hours.

Dayna has been with us for twenty years and is one of our rocks at Baker's Nook. Her creativity and ability to come up with new things for our store is unsurpassed.

Betty Gale (who is 83 years old) volunteers her time at the store and helps with anything that needs to be done. Who do you think packs up all those sprinkles into those small containers?

We have managed to hire two new people: LeAnn, our front of the house manager, brings years of bakery experience and is a true Godsend to us. Meagan, who was just hired, is a dynamic person who just loves working with people. Prior to this she was a day care teacher.

The toll this has taken on my wife and family has been harsh. Some days, Anne can barely get out of bed because she has been on her feet for 15 hours a day, 6 – 7 days a week. But she is old school and does what she needs to do each day. The thought of losing something through no fault of your own that you have spent twenty-five years of your life building is mind-numbing. We still choose to keep fighting.

Right now, we barely have our heads above water, and it is tough, but we have a real passion for what we do. All the meals we have served over the last year and half have been served with love and pure joy for what we do. The community support in buying our meals has been very humbling and we sure do appreciate the community for supporting us.

The only bank in the area that reached out to us to see if they could help was KeyBank. They took the time to call us and offer help. Christina was awesome to work with. She helped us in so many ways.

The only other organization to reach and help was Saline Social Services. They came down here and bought many meals from us and till this day they still do. The support



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they shown us was crucial. The money they spent went to pay gas, electric, etc. at the store.

Thank you, Brian Shockley and Anne Shockley, owners, Baker's Nook LLC.

### Lefty's Cheesesteaks

One of our newest members, Lefty's Cheesesteaks on 3157 Ann Arbor-Saline Rd, Ann Arbor. Is having ribbon cutting ceremony on Friday, September 17, 2021 from 3-7 pm. They will be serving refreshments. So stop in and meet Mike and his crew and welcome them into the SACC.

### FOLLOW US



Connect with SACC on social media or on our website, [www.salinechamber.org](http://www.salinechamber.org) Stay up to date with the latest community involvement and information. Please feel free to contact Lori Little at the Chamber for any news you would like to share with Chamber members.