



HOLT WELCOMES the Greater Lansing Homebuilders & Remodelers Association Show

APRIL 14 -15

"All the booths are sold out..."

If you're entertaining even the slightest thought of building a home or remodeling the one you have, don't miss this event.

For the first time, the Greater Lansing Homebuilders & Remodelers Association is bringing its homebuilding and remodeling show to Holt. The 54th annual GLHBA show will be held at Holt High School, April 14-15.

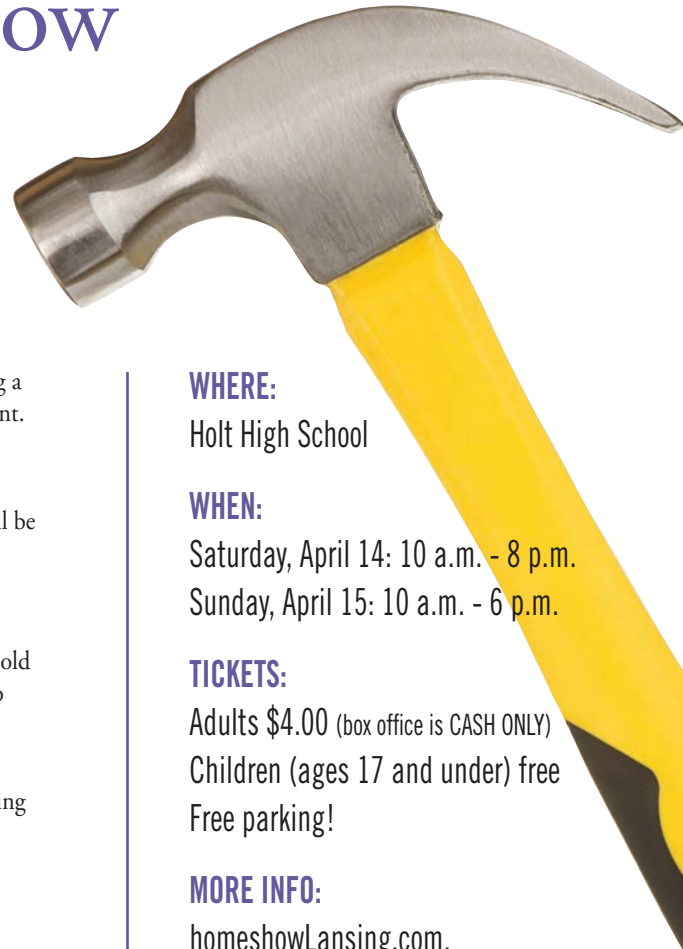
"Holt welcomed us with open arms," said Lacey Thompson, coordinator of the show, who added that exhibitors are enthusiastic about the new venue as well. "All the booths are sold out," she said. "It's the first time in six years we've been able to say that."

Approximately 130 industry experts—including several Holt businesses—will be there to showcase the latest in homebuilding and remodeling ideas.

The two-day event will be packed with special features and events, including:

- ▶ How-to demonstrations and education seminars
- ▶ "Taste of Greater Lansing," featuring foods from nearly a dozen local restaurants, 11 a.m.-3 p.m. Saturday
- ▶ Kids Day on Sunday, including: a Home Depot kids' building shop from 11 a.m.-1 p.m.; Adopt-a-Pet event; Ingham County Sheriff's Department child ID program; and face painting, balloon animals and more.

As an added bonus, if you plan to attend the Billy Dean concert at the Holt Performing Arts Complex on Saturday evening, April 14, you can present your concert ticket for free admission to the Home Building & Remodeling Show. Additional information and \$1-off coupons for admission are available at homeshowLansing.com.



WHERE:

Holt High School

WHEN:

Saturday, April 14: 10 a.m. - 8 p.m.

Sunday, April 15: 10 a.m. - 6 p.m.

TICKETS:

Adults \$4.00 (box office is CASH ONLY)

Children (ages 17 and under) free

Free parking!

MORE INFO:

homeshowLansing.com.



AD-Ink & Toner Supply

New storefront serves expanded customer base



Bill Harney



“It’s important to me to know I’ve treated my customers honestly and fairly. That’s something I’ve always told my kids, and now I tell my grandkids.”

With the opening of AD-Ink & Toner Supply’s retail store, Holt consumers will have the opportunity to learn what the local business community has known for years: Bill Harney provides value for his customers.

For 13 years, Bill operated his business from his home, supplying companies in the greater Lansing area with ink and toner for copiers, printers and fax machines. “The businesses you see on TV all the time, the businesses I see when I walk out the door of my store, are my customers,” he said. So after all these years of success, why tinker with the formula by opening a storefront? “My wife wanted her house back,” he laughed. All kidding aside, Bill said, “I was ready to expand my customer base. I wanted the opportunity to interact with people beyond the business community.”

AD-Ink & Toner Supply carries replacement ink and toner for most name brand printers, copiers, fax machines and postage machines, at prices considerably less than the big box stores. On the other hand, Bill said, “I refuse to try to be the rock-bottom cheapest.” To do that, he believes, “something has to give”—whether quality, service or both—and those are areas he is unwilling to compromise. In fact, even though he makes his living selling ink and toner, Bill gives every customer a card that shows them how to adjust their settings to put 50-75 percent less ink or toner on the page with no loss of quality. It’s just another

way he strives to provide value for his customers.

“I always want this to be a different and better experience than they’ll have anywhere else,” he said. “It’s important to me to know I’ve treated my customers honestly and fairly. That’s something I’ve always told my kids, and now I tell my grandkids.”

AD-Ink & Toner’s replacement cartridges are manufactured to exacting standards by The Sharper Image to fit all the major brands. Bill noted that his is a much different product than “refilled” ink and toner cartridges. “Refilling has a high rate of defect,” Bill said. “That isn’t something I want to sell my customers.” Bill added that if a customer is looking for an item AD-Ink doesn’t have in stock, he can usually have it for them by 9:30 the next morning. The store also offers color and black and white copying and fax services “at the lowest prices in town.” There’s even an in-house IT department that provides computer and printer repair and IT services for home or business.

Bill said he is enjoying the newest chapter of his career, and he’s pleased with how his retail business is growing. “It’s been very nice,” he said. “And I’ve met some great people.”

AD-Ink & Toner Supply is at 2049 Cedar St., Holt, 517.709.3106, and has a Facebook page at www.facebook.com.





Welcome, new businesses!

Good neighbors go out of their way to make newcomers feel welcome—and the Holt Alliance wanted to do the same for new businesses in our community.

The Alliance has begun holding ribbon cutting ceremonies to extend an official welcome to businesses that open in Delhi Township. “We want to support businesses that choose Delhi,” said John Bush of Edward Jones and the Holt Alliance, who heads the ribbon cutting project. “We’re excited to be able to provide this. We really want to make them feel welcome.”

The first ribbon cutting ceremony was held in November for AD-Ink & Toner Supply (see article on opposite page), and in January the Alliance conducted a ribbon cutting for the new Jazzercise location (see article in this issue).

ABOVE: Members of the Holt Alliance gathered for a ribbon cutting ceremony at AD-Ink & Toner Supply in November 2011. Cutting the ribbon is owner Bill Harney.

We thank the Holt Alliance for its efforts in welcoming new business to our community. If you are opening a business in Holt, moving a business to Holt or know of someone who is, please contact John Bush at 694-3262, or email john.bush@edwardjones.com, with your business information or your referral.

Deputy Kelly Bowden focuses on the concerns of Delhi businesses

Most of us don't need to worry about issues such as counterfeit currency or check fraud. But business owners do—and Ingham County Sheriff Deputy Kelly Bowden is here to help them.

As Delhi Township's Community Policing-Business Officer, Deputy Bowden is specially trained to assist the local business community. “My primary job is to be the liaison between the sheriff's office and local businesses,” said Deputy Bowden. “I investigate the crimes that occur against the local merchants.” Such crimes often relate to issues of security, counterfeit currency, loss prevention and check fraud. “I work with businesses hand-in-hand to try and improve their security and their business practices,” he said. “We work to make them less of an attractive target to thieves.”

Deputy Bowden is a 10-year veteran of the Ingham County Sheriff's Department and has served as an out-county patrol officer and a Delhi patrol officer. When he was offered the Community Policing-Business Officer position, he said, “I accepted with open arms.” He enjoys working with the local business owners, keeping them informed, and helping them reduce potential risks to their businesses. Deputy Bowden strives to remain visible and accessible to the merchants. He attends Delhi merchant group meetings, Holt Alliance meetings, and does presentations at a variety of community functions. “I always look forward to meeting new people,” said Deputy Bowden. “If anyone has questions, they are welcome to contact me at 517-244-1826.”

The Ingham County Sheriff's Office/Delhi Division is at 2045 N. Cedar Street, Holt, 694-0045, www.delhitownship.com/police.



Deputy Bowden

It's H&R Block Season

Founded in 1955, H&R Block now prepares approximately one in every six U.S. tax returns. The company has more than 11,000 offices nationwide and has been in Holt for more than 32 years.

Just as the holiday rush begins winding down each year, tax preparers begin to gear up for *their* crunch season.

The Holt office of H&R Block is open from January through April, but its tax preparers train from August through December. "Each tax preparer has to take 84 hours of classes in order to get their license," said Jean Lodge, manager of the Holt office. "We also have to take continuing education classes every year." While the IRS requires 15 hours of continuing education, Jean said, H&R Block requires a minimum of 24 hours annually in order to be rehired.

Although the Holt office hires some new employees each year, "We have a lot of longevity here," Jean said. "One person is being honored this year for 25 years of service." The Holt staff includes eight tax professionals and four client service specialists who take calls, schedule appointments and greet the customers.

Walk-ins are welcome at H&R Block; however, appointments are preferred so the customer can be scheduled with the best preparer for their needs. "It's all about the clients," Jean said. "Customer service is exactly why we are in business." The Holt office handles personal taxes, small business taxes and some estate tax work; those who have more complex tax situations are sometimes

referred to the Frandor H&R Block office where the more complex tax cases are handled.

On the other hand, those who have a simple federal tax return may qualify for the 1040 EZ form, which H&R Block currently prepares for free. Another popular H&R Block service is free "second looks." If a customer's last three years' returns were not prepared by H&R Block, Jean explained, they will review those forms and make sure the customer got all the credits or deductions they were entitled to. "One of the things we're discovering this year is that a lot of students did not get their education credit," Jean said. In some cases, they find hundreds or thousands of dollars in the taxpayer's favor.

Founded in 1955, H&R Block now prepares approximately one in every six U.S. tax returns. The company has more than 11,000 offices nationwide and has been in Holt for more than 32 years. Jean has lived here for 22 of those years and has managed the Holt H&R Block office for two years. "This is my community," she said. "I already know many people who come in this office from my engagement with the community."

H&R Block is at 1995 Cedar Street, Suite 8, Courtyards, Holt, 517-694-0555, www.hrblock.com.

All-Phase Electric Supply Company

It all started in an old supermarket in Benton Harbor, Michigan.

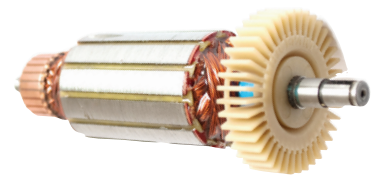
Ronald Kinney founded All-Phase Electric Supply in 1959 in a former A&P store. Finances were tight, and Ron had to use every available resource to launch his start-up. That included re-using the old A&P sign—hence the name, "All-Phase."

In 1999, Ron sold the company to Consolidated Electrical Distributors (CED), one of the largest family-owned electrical distributors in the nation. Today, All-Phase and CED serve the commercial market in 600-plus markets coast to coast—including the greater Lansing area, which All-Phase has served for more than 30 years.

With a product line representing the best-known manufacturers in the industry, All-Phase also offers services including project quotations, lighting evaluations, lighting layout services, lighting energy audits, delivery service and 24-hour emergency service.

Nick Schacher, manager of the six-person operation, said that what makes the local organization unique is "the wonderful people that work here." Originally located near downtown Lansing, All-Phase moved to Delhi eight years ago. While they currently lease the facility, there is available space for Nick to expand as business grows.

All-Phase Electric is at 4216 Legacy Parkway, Suite D, Lansing, 517-394-1461, www.all-phaselansing.com.



All-Phase and CED serve the commercial market in 600-plus markets coast to coast—including the greater Lansing area, which All-Phase has served for more than 30 years.

Farmers' Market re-opens in May

It's hard to believe the Holt Farmers' Market is entering its fourth season! The market will be open on Saturdays beginning May 12.

Thursday markets will resume in July, but with a slight twist on years past: for the month of July, Thursday markets will be held at Veterans Memorial Gardens in conjunction with the Holt Arts Council concert series. After August 1, the Thursday markets will return to the Farmers' Market building on Cedar Street, where they will continue through September. After September, there will be Saturday markets only until the end of the season.

Please visit the website at www.holtfarmersmarket.org for exact dates and times and further information. There's also a Facebook page at www.facebook.com/HoltFarmersMarket



Holt Chiropractic Center

Dr. Cathy Boufford offers gentle chiropractic care for the whole family



Dr. Cathy Boufford

Dr. Cathy Boufford knows that many people think of chiropractic care primarily in connection with treating back problems. And while it's true many of her patients come to her for back pain, Dr. Cathy would like people to know that chiropractic care is much more than that.

"We can help people with headaches, stress reduction, pregnancy discomfort, carpal tunnel, and many other conditions," she said. "Our main focus is to help people live healthier lives." Holt Chiropractic Center offers numerous ways to help its patients do that. In addition to chiropractic care, Dr. Cathy and her staff provide services including massage therapy, corrective exercises, and nutrition counseling. Holt Chiropractic Center also does outreach work with businesses, showing employees safer ways to do their jobs in order to prevent injury.

The mother of two young daughters, Dr. Cathy has created a practice that is family-friendly, from the atmosphere in the office to the care she provides. "We really like to build relationships with our patients," she said. Dr. Cathy has completed extensive additional training in chiropractic care for pregnant women and for children. She emphasizes that modern chiropractic care is gentle enough for people of all ages, thanks to new, more effective technologies, and it's not unusual for her to

have entire families in her care.

Dr. Cathy earned her Bachelor of Science degree from Central Michigan University and her Doctorate of Chiropractic from Life University in Marietta, Georgia. She and her husband Mike and their daughters live in Holt, where she took over the Holt Chiropractic Center in 2004. Dr. Cathy is a member of numerous professional organizations, and stays active in our community as well. Holt Chiropractic Center supports local organizations including Holt Public Schools, Relay for Life, and Kiwanis International.

Holt Chiropractic Center is at 4573 Willoughby Rd., Suite B, Holt, 699-2646, www.holtchiro.com.

"We can help people with headaches, stress reduction, pregnancy discomfort, carpal tunnel, and many other conditions."



Mark Voss

Farm Bureau Insurance – Mark Voss Agency

Farm Bureau Insurance agent Mark Voss described his job simply: “My role is to help families.”

Mark believes that living in the community he serves reinforces his connection to his clients and enhances the service he provides.

It's a perspective on insurance that consumers may not always think about. But helping families—making sure they are protected if a loss occurs—is indeed Mark's focus. As he and his fellow Farm Bureau agents say, “I want to be their best friend on their worst day.”

Mark is a multi-line agent for Farm Bureau, offering life, home, auto and health insurance. This enables him to develop a personalized plan to meet all of a family's coverage needs. “I spend a great deal of time reviewing a family's needs and coming up with the best plan,” Mark said.

Mark noted that Farm Bureau tries to place its agents in the communities they live in, and he has deep roots in Holt. He worked here for 22 years before becoming a Farm Bureau agent, and has lived in Holt since 1992. Mark believes that living in the community he serves reinforces his connection to his clients and enhances the service he provides. “My service is always personal, always local,” he said. “I've made a commitment to this community.”

Farm Bureau has made it a mission to educate families, Mark said, because many people don't think about their insurance needs on a regular basis—or, unfortunately, until they're forced to when a loss occurs. Knowing they have the right coverage, and that one call is all it takes when they have an insurance concern, gives families peace of mind. And that's what makes Mark's job rewarding.

Farm Bureau Insurance - Mark Voss Agency is at 2040 N. Aurelius Rd., Holt Plaza, Suite 1B, Holt, 517-694-8124, www.farmbureauinsurance-mi.com/Agent/Mark-Voss/.

Welcome to

jazzercise®



Pam Lynch



Jazzercise Holt Fitness Center

“It’s not your mother’s Jazzercise anymore!”

Pam Lynch, owner of Jazzercise Holt Fitness Center, loves to tell the story of how she got started in Jazzercise.

“I was 19, and I wanted to start working out. But fitness programs weren’t as common then as they are now. My mom was taking a Jazzercise class, so I went with her,” she said. “From the very first class, I was hooked. I was obsessed.”

Today, she says, she and her fellow Jazzercise instructors often tell people, “It’s not your mother’s Jazzercise anymore”—but, she added, “Even if it was, I’d still love it!”

“Jazzercise has been completely revamped,” Pam said. “It’s definitely not an ’80s-style class anymore.” The dance-based cardio program incorporates strength training and Yoga- and Pilates-style stretching. Each 60-minute class is a total body workout. Students don’t need to have a dance or exercise background—the instructor

teaches all the moves. And the program is not just effective, it’s fun. “The music is all current, popular music you’d hear on the radio,” Pam added.

Pam was a Jazzercise student for seven years before becoming certified as an instructor, and has taught for 17 years. She opened Jazzercise Holt Fitness Center in October. “I love the facility,” Pam said. “It has all wood floors and it’s gorgeous.” She’s also excited about the center’s future growth. Right now, Pam teaches all the classes herself, but she is in the process of helping another instructor get certified so they can offer more classes. She also hopes to add onsite child care. For a flat monthly payment, students may attend unlimited classes, making the program flexible for busy schedules.

Pam knows about busy schedules. The mother of a four-year-old son as well as a business owner, she says, “Sometimes it’s like working 24 hours a day, but if you love what you do, that’s okay!”

Jazzercise Holt Fitness Center is at 2168 Cedar St., Holt, 517.449.6611, and has a Facebook page at www.facebook.com/jazzerciseholt.



The dance-based cardio program incorporates strength training and Yoga- and Pilates-style stretching. Each 60-minute class is a total body workout. Students don’t need to have a dance or exercise background—the instructor teaches all the moves.

OURTOWN

2045 North Cedar Street
Holt, MI 48842

A publication of the Delhi Charter Township Downtown Development Authority • www.DelhiDDA.com



THE DDA – WHO WE ARE AND WHAT WE DO

The Downtown Development Authority (DDA) promotes economic development through business attraction/retention programs and works to foster investment within the DDA district. It strives to increase the Township's tax base and strengthen the local economy while maintaining those qualities that make Delhi Township a desirable place to live and work. For more information, visit us at www.DelhiDDA.com.

To contact us: Al McFadyen, Executive Director
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(517) 699-3866 or (517) 699-3867
Al.McFadyen@delhitownship.com

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