



Special points of interest:

- August 3 - 5
MonDak Ag Open
- August 4 - 7
Richland County Fair & Rodeo
- August 14 - 15
Ft Union Indian Arts Showcase
- August 17
B.A.H. MD Hose & Fitting
- August 19
Edward Jones -Nick Lonski Ice Cream Social
- August 21
Jaycees Demolition Derby
- August 21 - 22
Lone Tree Gun Show
- August 25
School Starts
- August 28
Harvest Fest Tractor Pull
- August 29
Foundation for Community Care Golf Tournament

Upcoming Events:

- September 1
Leadership Class Icebreaker
- September 15
Leadership Class Begins
- October 4 - 6
T.A.C. Meetings
- October 19
Candidates Forum
- November 2
Election Day
- November 26
Christmas Stroll & Parade of Lights

County Fair Beer Garden

The Chamber will receive great exposure at the Richland County Fair and Rodeo by operating the beer booth from Wed.



the 4th, thru Sat. the 7th. Heading up this detail is Doug Oberfell. There is a need for workers all four days and is out-lined below.

- * Wednesday, August 4th
8:00 pm - 12:00 pm
- * Thursday, August 5th
2:00 pm - 6:00 pm
10:00 pm - 2:00 am
- * Friday, August 6th
2:00 pm - 6:00 pm
5:00 pm - 10:00 pm
6:00 pm - 10:00 pm
10:00 pm - 2:00 am
- * Saturday, August 7th
2:00 pm - 6:00 pm
5:00 pm - 10:00 pm
6:00 pm - 10:00 pm
10:00 pm - 2:00 am

Those who sign-up to help are encouraged to attend a free Responsible Alcohol Sales and Service training that is being offered by local law enforcement agencies and the District II Alcohol and Drug Program. It will be on July 27th from 1-4 p.m. or 6-9 p.m. at the Richland County Fair Event Center.

This training opportunity will assist and prepare special event vol-

unteers in complying with State alcohol sales and service laws. The training will provide participants with the following information:

- * *Licensee & server criminal, civil & administrative liabilities*
- * *Licensee & server fines, penalties & other sanctions for illegal sales*
- * *Identifying fake ID's & legally acceptable forms of identification*
- * *Preventing over-service & refusing service in difficult situations*

An important note to summer event organizers, with summer brings many special events such as festivals, fairs and concerts, whether a volunteer, employer or an employee you carry the same responsibility and liability in serving alcohol at these events. Therefore, we would like to encourage you to attend this informative training so your organization staff and volunteers are well-informed of these responsibilities and liabilities you bear as an alcohol retailer.

For further questions and to take advantage of this free training please call Ronda Welnel or Nicole Hackley to pre-register at 406-433-4097 to insure sufficient materials and handouts are available.

Sidney Chamber 2010 Board of Directors

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Making sense of the data—solutions for business

Last January, the Montana Chamber of Commerce and the Montana Department of Public Health and Human Services (DPHHS) began analyzing data from our comprehensive Montana Worksite Wellness, Health Promotion and Safety Survey. Over 431 employers in Montana completed the 36-question, online survey, providing the largest set of published data available on small employers in Montana.



An important first piece of the survey was the demographics of respondents. With over 51% of the survey respondents identified as CEO, president, administrator or owner of a company, top decision-makers provided responses to the survey, increasing accuracy. Also significant was broad geographic representation across Montana and proper business-type distribution. This survey accomplished both.

Seventy-two percent of respondents were employers with 1-50 employees (e'es). Eighty percent of all employers offered health insurance, including 59% of the smallest employers (1-9 e'es) and 98% of the largest employers (250+ e'es). Of the 80% that offer health insurance, 82% cited "remaining competitive" as the biggest reason health insurance is offered. Only 66% of organizations that offer health insurance have an employee responsible for human resources.

When asked about incentives to engage in wellness, health promotion and safety, Montana business leaders indicated that their first and foremost priority is the employee and that they desire to assist the employee to improve their health and safety. Over 70% of employers stated that a rebate, credit, or discount from insurance carriers would incentivize them to take additional action toward improving employee health and safety in the workplace.

For more about the Montana Worksite Wellness, Health Promotion and Safety Survey, visit www.MontanaChamber.com/Chamber_Choices/More_Resources.



20th Annual Lone Tree Gun Show

New surroundings will greet exhibitors and guests as the Lone Tree Gun Show will be held in the new Event Center at the Richland County Fairgrounds on August 21 & 22. A few tables are still available for rent, and can be reserved by calling the Chamber. Gun show chair Leann Pelvit has directed planning for this event which includes concessions, and a gun raffle. Tickets for a Weatherby Vanguard Sportster in the caliber of your choice, or \$500 toward the purchase of a gun are available now from the Chamber or any committee member. Tickets are \$10.00 each with 350 being sold.



Help is needed at the door for admissions and gun security for both Saturday and Sunday, plus cleanup on Sunday afternoon. Please call Leann or the Chamber to help out.

Harvest Fest Tractor & Pickup Pull

The Ag Committee is working with a new time schedule this year that will draw people to Sidney during store hours on Saturday the 28th.

They are planning to initiate a rib cook-off that will begin in the afternoon and provide entertainment for spectators while they are looking over the Show & Shine Car show.

There will also be preliminaries of the pedal pulling contest in the afternoon, with finals being held during intermission of the tractor pull.

The Tractor Pull is a terrific contest for family entertainment. Since it is an antique tractor pull

everyone sees tractors that are long gone on the farming scene. Pickups enter also and they are mostly modified and souped up vehicles that are not seen everyday.

The crowd is invited to spend the evening at the stage building with dancing to the music of "Shot Gun Creek".

All these undertakings will be at the Richland County Fairgrounds. Help is need with ticket sales, ticket takers, beer booth, and tractor weigh-in and line-up.

Sunrise Festival Celebrated 20 Years in Style



The Sunrise Festival of the Arts Committee could not have picked a nicer day for the 20th annual festival. There were 56 craft and art vendors and eight authors on Writers Row. To help celebrate the 20th year all past featured artists were invited back with a complimentary booth, in which 5 took advantage of. Entertainment was provided non-stop and included a broad line-up to appeal to the large crowd. Concessions went well for all five non-profit groups.

Montana Sandstone Artist Maureen Curtis of Circle was this year's featured artist and the Chamber presented her piece to Lynae Volk of Grenora ND. Approximately 70 other prizes were also awarded thru-out the day.

B.A.H.!



MD HOSE & FITTING

August 17th 📍 205 10th Ave SE 📍 4:30 - 6:00 pm

Come help us welcome one of our newest members to the Chamber!

Enjoy BBQ Brats & Burgers

Tour the new offices & work area

Network with other Chamber members

Richland County Fairgrounds Event Center

July 14th was a great day as the Chamber helped Richland County celebrate the completion of the Events Center at the fairgrounds. The Chamber congratulates Jamie Larson, Fair Manager, and the Fair Board for all their planning and time that they contributed to this project.

Tours were given of the building and refreshments were made by Greg Mohr for everyone in attendance. A ribbon cutting ceremony was held at 5:30 p.m. with local papers and television providing coverage. Included in this observance were Chamber Ambassadors and Leaders, Richland County Fair Board and Commissioner members, Fair Staff, and the local contractors who did the work.

The Chamber looks forward to utilizing this facility for the Lone Tree Gun Show in August, and the Montana Tourism Advisory Council meetings on October 4-6.



Yellowstone Marketplace Hosts Ribbon Cutting



The Chamber had the opportunity of seeing retail business start again in the former Yellowstone Merc, which is now Yellowstone Market Place owned by Russ Wells. Russ has partnered with Tom and Cheryl Harmon to open the first store, which is Yellowstone Agate and Silver. It is stocked with all kinds of agate and silver jewelry.

Managing this new store is Jessica Swisse.

The official location and address is 102 N. Central Ave. and the phone number is (406)489-3306. Jessica can also be contacted at Jessica_Swisse@hotmail.com. The ribbon cutting ceremony was on July 15 and included an all day open house complete with refreshments.

Ag Appreciation Golf Tournament

Monday, July 12, was a great day to be golfing and the Chamber took advantage of this as the Ag Committee hosted the Ag Appreciation Golf Tournament. This year 14 holes, 34 teams, and 26 golf carts were sponsored by local agri-businesses to allow farmers and ranchers to golf free of charge. Approximately 65 producers enjoyed golfing, food, business favors, and beverages that were provided throughout the day.

At the end of the day everyone watched with anticipation as David Williams took his Million

Dollar Shot sponsored by Seitz Insurance. Unfortunately he came up a little short on his attempt. Other major winners included Nick Lonski receiving a new putter, Dick Sult being drawn for a new driver donated by XTO, and the first place team was the Helena Chemical team. Teams drawn for prizes were XTO first, Beta Seed second, and High Plains Vet Clinic/1st Bank third. Other prizes were provided by XTO, Wells Fargo, McNally Ag Service, Sidney Country Club, Richland Co. Fair & Rodeo, and the Chamber.



Sidney Area Chamber of Commerce and Agriculture
909 South Central Avenue
Sidney, MT 59270

(406) 433-1916 phone
(406) 433-1127 fax
schamber@middrivers.com e-mail



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We're on the web!
www.sidneymt.co

Customer Service: Five Points To Work On Every Day

- **Always greet the customer warmly.**
95% of shoppers are never greeted upon entering a store. Worse yet, most are rarely approached while they are in the store!
- **Display sincere interest in helping the customer.**
72% of shoppers complain that associates would not make eye contact when speaking with a customer and appeared to be "bothered" when the customer asked a question of the associate.
- **Maintain a pleasant shopping atmosphere.**
Shoppers can be the first to tell you if your racks are too tight or if your signing is clear and helpful. Dirty dressing rooms and untidy wrap desks can be some of the things that make the customer not want to come back to your store.
- **Motivate store employees to always be productive.**
"The sales associates were talking behind the wrap desk."
"I didn't want to bother the sales girl because she was sitting behind the desk finishing her dinner."
"The sales people were very busy folding merchandise, so I didn't ask for help."
... These are common complaints. Associates need to be productive but they also need to be aware that the customer is not an interruption of their work.
- **Thank the customer for shopping in your store and ask them to return - even if they didn't buy!**
Customers leave businesses everyday feeling like they were just taken care of by a robot.
"Thanks, and have a nice day." Did the associate really mean that, or was it just a way to keep the line moving?
The last place that the customer usually remembers in a store is the checkout counter or wrap desk. If you want to increase repeat and referral business, make the last words you have with the customer ones that will make them happy they shopped in your store.
Investigate the possibilities of improving your business by focusing on these simple points, every day.