

NEW MONTHLY FEATURE IN THE RETAIL PROPHET



Nancy and Wally Thomsen
Pierre Flower Shop & Greenhouse - and - East
Pierre Garden Center - www.pierreflowershop.net

The Pierre Flower Shop and Greenhouse is a second-generation business, and they're second-generation members. Tommy and Mickey Thomsen bought the business in 1951. Their son Wally and his wife Nancy have been with the business since 1973.

It's a flower shop, greenhouse, gift shop, and landscape garden-center, and it keeps them busy. In mid summer they had 15 people on the payroll, but with the large crews they run in the spring, they put out more than 80 W-2s every year. An institution in Pierre, the business was honored as Retailer of the Year in 2004.

What do they value most about their SDRA membership? "South Dakota Retailers is the place we turn to for answers related to tax and labor questions," says Wally. "It's kind of a **one-stop center for business-related questions**. It's also **our voice in the state**."

Nancy says the group health insurance is an important benefit for their employees. She also points to help with questions. "**I value being able to call the office and get questions answered** from state government without having to talk directly to the government myself."

Wally says the Thomsen family is proud that they're second-generation SDRA members, and that **the Thomsen family has been members for more than fifty years!**

After purchasing a grocery store in Howard from their father, Mike Hiltunen and his brother Rick ran it together for 18 years. Two years ago, Mike sold his half of the store to his brother when an opportunity came up to buy Custer County Market.

Mike works hard to make sure he provides good customer service to maintain his loyal local customer base. Much of his summer business comes from travelers who stay at area campgrounds and visit area attractions, and he is enjoying meeting visitors from all around the world.

"**We were SDRA members in Howard forever,**" Mike says, so when he moved to Custer he naturally signed up. He also signed up for SDRA's workers comp insurance. "We all know insurance isn't getting any cheaper, and from what I've heard from insurance agents, **it's a big savings to be on the Retailers workers comp program.**"

Mike also finds the Retail Prophet to be a benefit. "It always has interesting articles. It gives you fresh ideas that can help you enhance your business in one way or another. **I like the tax reports too,** because I like to look across the state and see how cities are doing."

Mike Hiltunen - carrying on a family tradition as a proud SDRA member.



Mike Hiltunen
Custer County Market, Custer
www.custercountymarket.com