

FEBRUARY 2010

**TOM'S PRINT SHOP
DANIEL T. MARLEY 2009 BUSINESS OF THE YEAR**



Pictured Above L-R: Board President Charlie Arnold, Wendy McManigal & Tom Payne of Tom's Print Shop

Tom Payne moved to Chino Valley and opened Tom's Print Shop in late 2008. Tom joined the Chino Valley Chamber of Commerce in early 2009. And, the rest, as they say, is history.

One might ask what prompted Tom to move his print shop from California to Chino Valley. Tom explained that his brother and mother live in Prescott so he has been visiting the area for several years. He preferred Chino Valley for its open spaces and rural atmosphere. An unexpected bonus to opening his business in Chino Valley was the way the community welcomed him.

Tom's Print Shop recently changed office space - same building, two doors away. Tom says he now has a bigger facility so his business can expand - plus it's warmer.

How does a new business in the area become business of the year? Tom says it happens when you join the Chamber and become involved in the business community at every opportunity. (He says he just didn't know there were so many opportunities to step into!) Tom worked by himself with the stress of a California lifestyle for 17 years. His experience here is a huge departure from his experience in California and he wouldn't go back.

Tom, who is joined in the business by sister, Wendy McManigal, devotes time, energy, and expertise to the community and the Chamber in addition to running his business. Tom recommends that business people get on Chamber committees so they can build relationships in the community. To quote Tom, "It makes events more fun and spreads the work around." Tom's Print Shop is located at 381 Commercial Way, #C and the phone number is 928-636-4266.

CONGRATULATIONS TO TOM'S PRINT SHOP!

NEWS & NOTES

The Chino Valley Connection is a monthly publication of the:

CHINO VALLEY AREA
CHAMBER OF COMMERCE
P O BOX 419
448 N HIGHWAY 89 SUITE I
CHINO VALLEY AZ 86323
928-636-2493
www.chinovalley.org

2009-2010 Board of Directors

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Consultants & Bright Star
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Mission Statement:

*To promote economic growth,
serve as a voice for the business
community, and enhance the
quality of life for Chino Valley.*

We Are Growing!

Be Part of a 239 Year Tradition That
Makes a Difference!

The **Chino Valley Area Chamber of Commerce** is searching for an Experienced Sales Representative to sell memberships/sponsorships and advertising.

Requirements:

- ❖ Excellent written and oral communication skills
- ❖ Strong commitment to excellence
- ❖ Strong track record of sales success
- ❖ Prior advertising and membership sales a plus
- ❖ Desire to be part of a winning team
- ❖ Network well within high end venues
- ❖ Positive attitude

What the Chino Valley Chamber Offers:

- ❖ Stability
- ❖ Credibility
- ❖ Ability to make a difference
- ❖ Be part of the fastest growing Chamber in the state
- ❖ Excellent training
- ❖ Earnings opportunity (yearly) \$24,696 to \$42,875 (compensation is based on YOUR performance - this is 100% commission position)
- ❖ Have a lot of fun making money!

To be considered for this ELITE and very prestigious sales position, send cover letter with resume to: Chino Valley Chamber of Commerce, P O Box 419, Chino Valley AZ 86323 or email to chamber@chinovalley.org by **February 17, 2010 (2/17/2010)**.

Join Our Winning Executive Sales Team!

1. We Give You Tools to Succeed
2. Atmosphere to Excel
3. Positive & Professional Working Environment
4. Great Earning Potential
5. Make a Difference Within the Business Community & the Chamber

SHARLOT HALL MUSEUM EVENTS IN FEBRUARY

Sharlot Hall Museum invites the community to join in a celebration of the life and 150th birthday of Prescott's legendary *BUCKEY O'NEILL* on Saturday, FEBRUARY 6 at 1:00pm with a commemorative event on the Museum campus, 415 W Gurley Street, Prescott. The celebration will feature an appearance by the A Troop of the Arizona Rough Rider Historical Association, a unique birthday cake, and a limited number of free jumbo postcards of Captain Buckey O'Neill on his horse. O'Neill, one of Prescott's most memorable citizens came to the Prescott area and served in the territorial capital as court reporter, probate judge, sheriff, and mayor.

On February 27 the Baje Whitethorne, Sr. exhibition opens at Sharlot Hall. Mr. Whitethorne's "*The Spirits of Color & Light*" is part of the Museum's ongoing series "PAINT! Breaking the Buckskin Ceiling." The Whitethorne show continues through August 1.

Information about Sharlot Hall events is available online at www.sharlot.org or by calling 928-445-3122.

CHAMBER SCHOLARSHIP FUND UPDATE

Each spring the Chino Valley Chamber awards scholarships to graduating Chino Valley High School students. The money for the scholarships comes from the 50/50 drawing held at luncheons and mixers and other donations. THANK YOU TO **Randy King**. At the January Business Luncheon Randy sold copies of his book (he sold all he brought!) and donated the proceeds from those sales to the Scholarship Fund, which made a donation of \$241.20.

THANK YOU to **Ron Romley** (Chino Valley Vice Mayor) and **Al Gotland** (Cartridge World). They each donated their half of the 50/50 cash drawing back to the Scholarship Fund in January. THANK YOU to all who contribute to the 50/50 each month.

ON CUT BACKS
by
Ab Jackson, CEO



You may have seen the recent George Clooney movie *Up In the Air*. It seems a sure bet for many Oscar nominations this month.

In the movie Clooney plays a management consultant who works for a firm that specializes in helping other companies who are

undergoing personnel cutbacks. Clooney flies into the city and counsels the employees that are being laid off-rather than have the bad news come from the actual management of that company.

Clooney is having a pretty good life rolling up frequent flyer miles when his own company decides to change its business model. He is now faced with giving up the life on the road that he loves and doing all his work by tele-conferencing.

I suppose Clooney's character's expertise is needed more than ever today as businesses cut back personnel. You hear lots of euphemisms for lay-offs today. In the old days you got fired or canned. Today you get downsized, right-sized, reengineered, displaced, discharged, dismissed, axed, sacked, pink-slipped, de-layered (ouch), and having 'your future freed up.'

Harvey Mackay writes about this most traumatic part of working in his new book, We Got Fired...And It's the Best Thing That Ever Happened To Us. In the book Mackay shares insight from some of the world's most successful people who've been laid off and how they rebounded. By the way an earlier Mackay book, Dig Your Well Before You're Thirsty, is also a nice companion piece for your future success.

Realizing that the government can't turn around our economy or our lives, and in the words of Dr. Terry Lovell, "Nobody's coming to rescue us," let's use the **language of personnel hiring and firing** to set some goals for ourselves:

- **Success** comes in "cans" not cannots. In Boomtown author Jack Schultz says our town needs a 'Can-Do Attitude'-to be visionary. Let's look beyond the current challenges and plan for the future.
- **Displace** inertia with action. Take advantage of the tremendous networking opportunities offered by the Chamber. Over 100 people attended the Business Luncheon in January

and-nearly 100 more at the Mixer the next week. That's lots of networking opportunity.

- **Layoff** sweets (that one's for me).
- **Fire Up!** Go see two former clients today and invite them back to your shop. Our Chamber is involved in a yearlong Shop Locally Campaign-join us.
- **Downsize** excess clutter. Let's make our operations lean and mean. Let's also encourage our local and state governments to avoid new regulations that further inhibit business from being successful. If you've never written your state or federal congresspersons, now is a great time to let them know how you feel.
- **De-layer** excess bureaucracy. See comments above.
- **Employ** best practices. In January we began the Leadership Academy at the Chamber. The Academy takes the place of our former Brown Bag program. We plan to roll the Academy into a community Leadership Academy and ultimately into a CV Citizens Academy in 2011. Come join us for a lunch and learn best practices from some of the world's greatest leaders.
- **Sack** the No-Nos. No-No is a character from John Kotter's, Our Iceberg Is Melting. According to Kotter, No-No's are people who kill urgency- and we can't afford relationships with urgency killers in our lives.
- **Axe** (sorry) not what your community can do for you. Ask what you can do for your community. The Health, Home, and Business Expo on March 13 is a great opportunity to get exposure for your community. Hundreds attended last year. Booth fees are just \$100.00. One of our exhibitors sold a house at Health/Home/Biz!!! I'd call that return on your investment.

Our Membership Drive is in full swing. I can't think of a better business investment than a Chamber Membership. We have a beautiful "I Brung One-2010" mug for you when you bring a new member. Join us this month at Gabby's for the Business Luncheon, at the U.S Vets for the Business Mixer, at the High School for the Business/Educator's Breakfast, and at the Chamber for the Leadership Academy. Shop Local!!



In Observance of Lincoln and Washington Birthdays the
OFFICE WILL BE CLOSED
MONDAY, FEBRUARY 15
Presidents Day

WELCOME NEW MEMBERS

J T Properties

2144 N Road 1 East
Chino Valley
227-1906

Contact: Jack Tuls, Jr.

Developer of commercial property, mobile home park, KOA, and mini storage/RV.

Southface Solar Electric

42235 N Tonto Rd
Cave Creek 85331
480-206-0652

www.southface.com

Contact: Corey Garrison & Ed Fedoruk

Ed Fedoruk builds energy efficient homes and Corey Garrison is a licensed, bonded, and insured master electrician with expertise in solar power. Their company is dedicated to developing highly efficient solar systems.

Tobin 2010

3767 Karicio Ln #A
Prescott 86303
928-710-2352

www.andytobin.com

Contact: Allison Flannery

Andy Tobin is a candidate in 2010.

JANUARY BUSINESS LUNCHEON

THANK YOU to **Randy King, Chamber Enhancement Group**, for being our guest speaker at the January Business Luncheon. Randy brought suggestions and insight for businesses to survive in difficult economic times. Randy brings enthusiasm to his presentation, and one can see why he is successful in sales and leadership. Randy is pictured below (L) with KEN COLEMAN, Sir Speedy.



The **Chamber Enhancement Group** was selected as January 2010 Business of the Month. Randy has lent his expertise in successful sales to Chamber businesses, produced the enhancement centers in

the business and tourism areas at the Chamber, and assisted in training. Congratulations to Randy King and Chamber Enhancement Group for being selected as Business of the Month. Randy is pictured below receiving his plaque from Board President, Charlie Arnold.



New members were recognized and received membership plaques at the luncheon. They were **Southface Solar Electric** (see picture below) and **J T Properties**. Pictured below l-r of Southface Solar are Ed Fedoruk, Corey Garrison, and Ab Jackson.



Remember: Tables are set up at the Business Luncheons so that members can display information about their services/products. This is a networking opportunity to promote yourself, your business. Offer coupons, discounts in your display as incentives for Chamber members to seek out your particular business. As Tom of Tom's Print Shop says business is about business building relationships and Ab says shop local. Chamber members help each other, give excellent service, and never take customers for granted.

THANK YOU to **ARIZONA STATE CREDIT UNION** for **sponsoring** the **January Business Lunch Seminar** (otherwise known as brown bag lunch)

FEBRUARY BUSINESS LUNCHEON

WEDNESDAY, FEBRUARY 10
11:30AM – 1:00PM

ADMISSION: \$12 PER PERSON

*(In consideration of your fellow chamber members
PLEASE MAKE A RESERVATION
to the Chamber by
3:00pm, Tues., Febr. 9. Because this
is a restaurant admission will be charged
whether eating or not.)*

LOCATION: GABBY'S KITCHEN
CATERING & BANQUET HALL
WINDY VALLEY PLAZA
2235 S HIGHWAY 89, CHINO VALLEY

GUEST SPEAKER
DAVE MAURER

PRESCOTT CHAMBER DIRECTOR
CENTRAL ARIZONA CHAMBERS COALITION

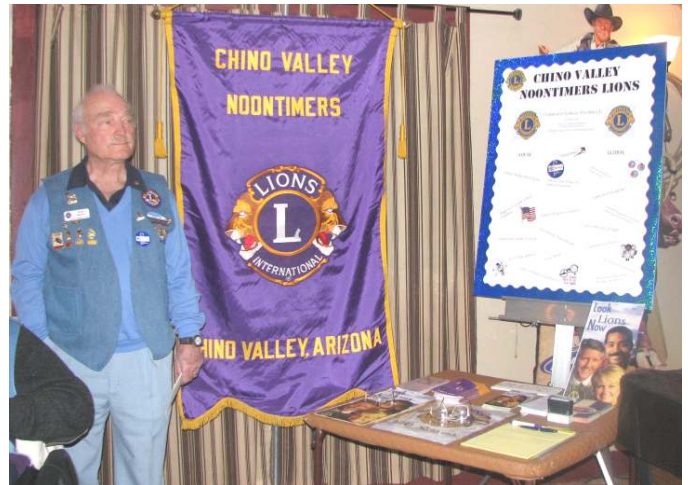
Promote Your Business at the
Business TO Business Networking Tables

Bring Prizes for the Business Card Drawing

50/50 Cash Drawing for the
Chamber Scholarship Fund



Chino Valley MAYOR JIM BUNKER speaks at the Mixer.



Noontimers Lion **Bob Behm** is prepared to tell about the Noontimers Lions Club. The Noontimers Lions meet at CD's Cattle Company 12:00 noon on the 1st and 3rd Thursday each month.

JANUARY MIXER HIGHLIGHTS

Despite the iffy January weather, more than 80 people attended the Mixer. THANK YOU to CD's **Cattle Company** and the **Chino Valley Noontimers Lions Club** for hosting the Mixer. What a great turn out! See the following pictures of the Mixer.



FEBRUARY 17 MIXER
5:00PM – 6:30PM

HOSTED BY
U S VETS – PRESCOTT
Vets Hospital Theater, Bldg 14
500 N Highway 89, Prescott
Business Card Drawing
Scholarship 50/50 Cash Drawing



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THANK YOU TO THESE BUSINESSES WHO RENEWED THEIR MEMBERSHIPS

- Antelope Hills Golf Course*
- Bradshaw Mountain Promotions*
- Heritage Park Zoological Sanctuary*
- Chino Valley Funeral Home*
- Barrett Propane*
- Chino Valley Food Bank*
- Prescott Frontier Days*
- Tom's Print Shop*
- Teapot Inn Bed & Breakfast*
- Comfort Suites of Prescott Valley*
- Mitchell Accounting*
- Rid-a-Pest Pest Control*
- Ron Romley*
- Prescott Resort & Conference Center*
- Ron Romley*
- Cannon Solar*
- Honey-Do Errand Service/Shaved Ice*
- Chino Valley Noontimers Lions Club*
- Prescott Transit Authority*
- Summit Bank*
- Chino Valley Fire District*

YOUR Chamber is only as strong as YOU make it. JOIN UP, PARTICIPATE IN ACTIVITIES, TAKE ADVANTAGE OF NETWORKING OPPORTUNITIES, INVITE OTHERS TO JOIN. A "I Brung One" mug is waiting for you!

HEALTH, HOME, & BUSINESS EXPO

Just ask the participants of the Chino Valley Chamber of Commerce Business Expo in 2009 and they will tell you it was well worth their time and cost of a booth to attend. And, it was fun! The **2010 Health, Home, & Business Expo** will be held on **MARCH 13** at the **Chino Valley High School east gym** from 10:00am-3:00pm. **THANK YOU to Chino Valley Unified School District** for hosting the event again this year. Booth applications are available at the Chamber office (448 N Highway 89 Suite I) or on the Chamber website www.chinovalley.org - just follow the link. Booth space is limited by the size of the venue and will be awarded on a first come basis - so get your registration form to the Chamber as soon as possible.

The Expo is **free to the public** to attend. There will be food, prizes, 50/50 cash drawing, and much more to encourage community participation. The Expo Committee has planned a great event for vendors and spectators alike. You can build your customer or client base by becoming visible - remember you build your business by building relationships. Participate and get the word out to your family, neighbors, and friends about the Expo.

BUSINESS LUNCH SEMINAR

Wednesday, February 24
 11:30am - 1:00pm

At the Chamber
 448 N Highway 89, Suite I

TOPIC
 "Leadership & Motivational Skills"
 by
 Ab Jackson

The Lunch Is Free
Space Fills Up Quickly
This is a very popular member benefit
Space Granted on a First Come Basis

Contact Linda @ the Chamber As
 Soon As Possible to Reserve Your Space
 928-636-2493
chamber@chinovalley.org

Contact the Chamber also if you would like to sponsor the Lunch Seminars - it's another opportunity for Business TO Business networking. **Arizona State Credit Union** sponsored January!

**NANCY PENDLEON FEBRUARY HIGH
DESERT ARTIST**



Sachiko (Nancy) Pendleton came to the USA in 1978. Nancy and her husband moved to Chino Valley in 1982. After her husband's motorcycle accident, Nancy stopped painting to care for him. She has taken college art classes and private lessons. Nancy keeps busy painting and teaching art classes at the Chino Valley Senior Center. She has sold some of her paintings and won prizes for her artwork. Nancy Pendleton's paintings will be exhibited at the Chamber during the month of February.

**THANKS TO THESE BUSINESSES WHO
PROVIDED PRIZES IN JANUARY**

*Cableone Bob's Complete Auto Repair
Sir Speedy Tender Hearts Senior Care
Alco Arizona's Hometown Radio Group
The Propane Gopher Cartridge World
Bonnie Casey The Tanning Hut
Las Fuentes Resort Village Bucky's Casino
Granite Mountain Home Care & Hospice
Rick Nichols Custom Engraving
Mary Kay Cosmetics (Dede Jackson)
The Lunch Box Body Oasis
Yavapai Title Agency
Chino Valley Historical Society
Bright Star RV & Mini Storage*

**BUSINESS/EDUCATORS QUARTERLY
BREAKFAST FEBRUARY 18**

Mark your calendar for the Business/Educators Breakfast at 7:30am on February 18. Check the Chamber website when speaker and location become available.

**SUPPORT THE SCHOOL OVERRIDE - IT'S
GOOD FOR BUSINESS & EDUCATION**

CIRCLE L ANIMAL HOSPITAL
TLC The Way It Ought to Be



845 S Highway 89
Chino Valley AZ
928-636-4421

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