

AVAST! YE MATES - 2011 CASINO NIGHT IS MAY 14!



Casino Night is an important fund raising event for your Chamber. Support the event with table sponsorships, silent auction items, and ticket sales. Let Casino Night chairs DEAN ECHOLS (636-1700) or SUSAN TOBEY (830-0687) know how you can contribute to the event.

The ticket price gains admittance and chips for fun at the gaming tables, appetizers, prizes, and surprises. Bring your friends, family, and co-workers for an evening of fun and support of the Chamber.

APS PRINTS RACK CARDS



The Chamber thanks ARIZONA PUBLIC SERVICE for donating the printing and TOM PAYNE of Tom's

Print & Sign for doing the graphics of new rack cards. The Chamber is a designated Local Visitor Information Center (LVIC) and the rack cards are sent to other LVIC's to give visitors, new residents, and businesses a brief sampling of what Chino Valley has to offer.

HEALTH & BUSINESS EXPO MOST SUCCESSFUL TO DATE

The success of an event is measured by the number of persons attending it. With that as the criteria, the 2011 Health & Business Expo was the most successful so far. Booths were sold out with a waiting list of vendors hoping for a cancellation. And, it is estimated that 1,500 people attended the event. Comments about the Expo from vendors indicated how pleased they were with the results.

No Chamber event is successful without dedicated volunteers. Thank you to the individuals who made up the Expo Committee: DAVE BARRETT, ANGIE INGRAO, BRIAN PETROVICH, LARRY ANDERSON, CINDY TURNER, and TOM PAYNE. Set up and tear down of the gym took many volunteers who pitched in to get the job done. Special thanks to: HERITAGE MIDDLE SCHOOL, GUIDANCE HELICOPTERS, BOOTS & BUSTLES, BRUCE'S LOCO DOGS, and PRESCOTT TRUE VALUE.

APRIL BUSINESS LUNCHEON

WEDNESDAY, APRIL 13
11:30AM – 1:00PM

ADMISSION: **\$15 PER PERSON**

(Reservations to the Chamber by 3:00pm, Tues., Apr. 12. Because this is a restaurant, admission will be charged whether eating or not.)

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

GUEST SPEAKER
DUANE NOGGLE, CVUSD SUPERINTENDENT

Business of the Month and New
Member Recognition

Promote Your Business at the
Business TO Business Networking Tables

Bring Prizes for Business Card Drawing

50/50 CASH DRAWING FOR THE
CHAMBER SCHOLARSHIP FUND

NEWS & NOTES

Buying, Selling or Partnering a Small Business Workshop

Are you considering buying a business ... or selling your existing business? Don't be frightened by others' horror stories. SCORE is presenting a workshop to take the scary out of the process and give you a strategy for success.

What you will learn:

- How to recognize the right time to strike.
- What vital information a buyer must know.
- "Skeletons" the buyer must identify.
- What is the seller's presentation?
- Tax consequences for both buyer & seller.
- How to value a business.
- Things that can "kill" a buy-sell deal.
- How to Partner With a Competitor.
- Identify the advisors for either party.
- Finding and Listing a Business.

When: Saturday, April 16th

Time: 9:00AM to noon

Where: Northern Arizona Council of Governments (NACOG)
221 N. Marina Street
Prescott, AZ 86301

Cost: \$25.00 per person. Space is limited to 20 and only 10 seats remain. Register and pre-pay on-line at scorenaz.org.

FROM DIRECTOR OF VOLUNTEERS



The Chino Valley Chamber of Commerce Volunteers have contributed just under 1,700 hours worth of help and time. The hours equate to roughly \$48,000 of in-kind labor in the last 7 months. **Thank You VOLUNTEERS!!**

(continued next column)

Meeting and working with all of you in the Chamber has been enjoyable.

THANK YOU Ab, Cathy, Rick & Jolyne, Kay, Tom, and Smokey & Sally for the very thoughtful cards and balloon. Your generosity and kindness are greatly appreciated. We will be seeing each other again soon.

Best wishes,
Eric Spurgeon

DID YOU KNOW?

The Chamber receives over 30,000 web hits a month. One of the benefits of membership is your business listed on the web site as a Chamber member. It is good for your business to make sure your listing is correct - right address? right phone number? correct web listing for your business? Check the Chamber web site frequently to make sure your business can be found easily. The internet is a valuable tool.

Do YOU want to create a healthier community for older adults? Then, we need your help!

Focus Groups gathering the wisdom of local older adults will occur at these dates and times:

April 11, Chino Valley, from 1:00 to 2:30 pm
Apr 18, Prescott Vly., from 10:00 to 11:30 am
Apr 18, Prescott, from 1:00 to 3:30 pm

Never participated in a Focus Group? Don't worry. It is a confidential opportunity to help identify valuable services, supports and needs for people like you.

To participate, you must be:

- Over age 60
- Willing to share your thoughts openly, honestly
- Able to transport yourself to/from the meeting

Refreshments provided!

With you, we can create communities that are supportive of our elders' emotional health.

Call 445-5211, ext 2050 to register. Space limited!

Hosted by Senior Peer Program of West Yavapai Guidance Clinic with MARSA, the regional behavioral health authority for Coconino, Navajo, Yavapai, Apache and Mohave counties. Funds for services are provided through a contract with Arizona Department of Health Services/Division of Behavioral Health Services and AHDCSS.

The Chino Valley Connection is a monthly publication of the:

CHINO VALLEY AREA
CHAMBER OF COMMERCE
P O BOX 419
175 E ROAD 2 SOUTH
CHINO VALLEY AZ 86323
928-636-2493
www.chinovalley.org

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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.*

ON CAMPGROUNDS & CANDIDATES

by
Ab Jackson, CEO



You may recall the movie “*Hoosiers*.” It was a movie about a small school from Hickory, Indiana, and how the basketball team reached the state finals, beat a much bigger school, and brought the community together in a special way. It was also about how a team can come together when all

players contribute. Even the equipment manager made important points to insure Hickory’s success.

I have just finished a terrific new book, *Surviving Your Serengeti*, by Stefan Swanepoel. In his introduction, Swanepoel reminds us that:

- Everyone can survive his or her own personal Serengeti, no matter the challenges.
- No journey is ever too long.
- Nothing is impossible.

Survival is important for our community. Last year the Chino Valley Town Council approved the project on Highway 89 that will become the KOA Campgrounds. Prior to the council’s approval, the Board of the Chamber overwhelmingly voted to support that project. The KOA at 45% occupancy can produce over \$6 million in revenue to the businesses of Chino Valley according to Charlie Arnold, project consultant. Arnold further points out that at 45% occupancy the KOA can produce over \$250,000 in sales tax revenue to the town, replacing about 1/3 of the current loss due to population drop. And, during construction over 100 people will have work. When it is fully operational the KOA will be the source of around 10 jobs in a community where the average business size is less than ten employees. During community events like contests at the coming shooting range, the Prescott Kennel Club Annual Dog Show, Territorial Days, soccer and other sporting events, the KOA should be at much better than 45% occupancy. Others may challenge the numbers, but the positive impact of the KOA will be significant.

With a looming deficit in state funding based on our recent census; Chino Valley will need every dollar we can get to survive our own Serengeti, and the KOA will provide lots of those dollars. The Chamber urges a “YES” vote on Proposition 401.

It is equally important during this election to ensure that we have leaders on Council who support the business community. As you all know the

mission statement of the Chino Valley Area Chamber of Commerce is: to promote economic growth, serve as a voice for the business community, and enhance the quality of life for Chino Valley. As you vote ask yourself, “Will this candidate support interests of the Chino Valley business community?”

I hope all of you can attend this year’s Casino Night-Pirates of the Caribbean. We will be at the beautiful Windmill House for an evening of fun and fundraising on Saturday, May 14. See the bulletin in this newsletter for all the details. Wear your pirate’s costumes, enjoy complimentary appetizers, play the gaming tables and help us raise funds to continue to serve the members of our Chamber.

Eric Spurgeon has had to step down as Director of Volunteers for a while. Eric helped to coordinate our office volunteers program (now over 10 per week), our Event Volunteers (who were especially appreciated during the Business Expo), and our grounds volunteers. Eric has been a fabulous addition to our organization and we hope to see him come back some day. During Linda’s illness Eric took a major leadership role at the Chamber. Thanks, Eric.

Thanks to all of you who supported the Health/Business Expo last month. The committee led by Dave Barrett the past two years did a fantastic job: 60 exhibitors in all. The Review reported around 1,500 in attendance. Great job, Dave!

In *Surviving Your Serengeti*, readers are asked to evaluate their animal-survival type. Are you like the wildebeest that rely on stubborn endurance? Or, are you the optimistic alligator, the ruthlessly efficient cheetah, the graceful giraffe, the strategic lion, the risk-taking mongoose, or the communications expert-the elephant? Get the book for your leadership library and go rent “*Hoosiers*.” . . .SHOP LOCAL.

APRIL 20TH MIXER

5:00PM – 6:30PM

Hosted By

YAVAPAI TITLE AGENCY

980 N Highway 89, Chino Valley

Co-Hosted By

BIG DADDY E’S BBQ & CATERING

NETWORKING, PRIZES, & GREAT FOOD!

MARCH HIGHLIGHTS

BUSINESS LUNCHEON

At the March Business Luncheon ARIZONA HIGHWAY SAFETY SPECIALISTS was recognized as the March Business of the Month. If you see a guardrail along one of Arizona's highways it may very well have been placed there by Arizona Highway Safety Specialists. AHSS has been a long time supporter of the Chamber and the community. Pictured below is Jim McCown accepting the plaque on behalf of the company from Board President John Morgan.



THANK YOU to DR. RAY POLVANI from the Mountain Institute JTED for being guest speaker at the March Business Luncheon. Dr. Polvani is pictured below receiving a Chamber mug from Ab Jackson.



The Business Expo Committee was recognized for its hard work on a great event. In the next column pictured left to right is the committee: DAVE BARRETT, TOM PAYNE, ANGIE INGRAO, BRIAN PETROVICH, LARRY ANDERSON, and CINDY TURNER. Pictures of the Expo itself are found on page 6.



The Luncheon attendees are pictured below. Are you in the picture? It was be second best attended luncheon so you probably are!



MARCH MIXER HOSTED BY CHINO FIRST

The Windmill House was the setting, the food was great (corn beef and cabbage in honor of St. Patrick's Day), fun door prizes from our terrific members, and the wearing of the green. (Does this mean Dean Echols is the world's largest leprechaun?) See some of the attendees in the pictures that follow.



Pictured above - some of our hosts (in T-shirts) for the Mixer - WENDY MCMANIGAL, SUSAN TOBEY, and TOM PAYNE. Other pictures can be found on the next page.

Did you know the Chamber keeps a list of businesses wishing to host a mixer in 2012? Contact the Chamber if you want to be a host next year. First consideration to those who haven't hosted the past two years.



Dean was a great leprechaun!

THANK YOU TO OUR RENEWING MEMBERS!

*Bowen Chiropractic Center
People Who Care
Republican Party of Yavapai County
The Caring Presence
Circle L Animal Hospital
Taco Bell/KFC
Flying Paws
The Summit Church
Pepsi Cola Bottling Company
Chino Valley Animal Hospital
MATForce
Access 13 (PCAC)
Earthworks Landscape & Supply*

CHINO VALLEY ON THE RADIO

KQNA 1130AM/99.9FM features "Talk of the Town" hosted Mondays by Chino Valley Chamber CEO Ab Jackson at 4:00pm. Ab says it is a way to bring interesting guests and topics from and about Chino Valley. KQNA owner, Sanford Cohen, says the show is meant to be topical and lively. Tune in to KQNA on Mondays at 4:00pm - you just never know what you might learn about Chino Valley, the Chamber, or the area. For sponsorship information, contact Dian Tucker, 928-445-8289, ext. 15.



HPZS COMMUNITY APPRECIATION DAY

Saturday, April 16, is Community Appreciation Day at Heritage Park Zoological Sanctuary. As a "Thank You" for your support, admission to Heritage Park Zoological Sanctuary is free. This is a great opportunity to bring your family and experience our local zoo.

In conjunction with "Get Out. . .Get Into It! Discover Prescott's Natural History," HPZS will have Animal Encounters every hour and docents available throughout the park to tell each animal's special story; vendor booths and free bounce house for the children. KPPV will be broadcasting live from zoo grounds. Concessions will be available, so lunch can be eaten in the park. Tim's Subaru of Prescott at 3250 Willow Creek Road is offering free parking with free shuttles to the Zoo.

Heritage Park Zoological Sanctuary is a nonprofit wildlife sanctuary and education facility. It is open to the public year-round and available for educational outreach programs on request. HPZS is also a conservation triage staging facility to more than 200 injured wild animals every year. Located at 1403 Heritage Park Road, 928-778-4242.



BUSINESS EXPO PHOTOS



Guidance Helicopter landed and took off from Heritage Middle School.



People visited vendors throughout the time of the Expo.



Boots & Bustles reenacts Arizona history.

Karate demonstration - which broke the board or Bob's hand?



The New Medical Marijuana Law: What it Means for Your Business

A workplace safety seminar
presented by:



Thursday, April 14
7:30 am – 9:00 am
Hotel St. Michael, Prescott
\$15 per person
Continental Breakfast

Panel Discussion Featuring:

Jack Fields — Deputy Yavapai County Attorney & MATForce

Andy Reinhardt — Deputy Police Chief, Prescott

Cmdr Bill Fessler — Interim Police Chief, Prescott Valley

Potential Impacts for Employers

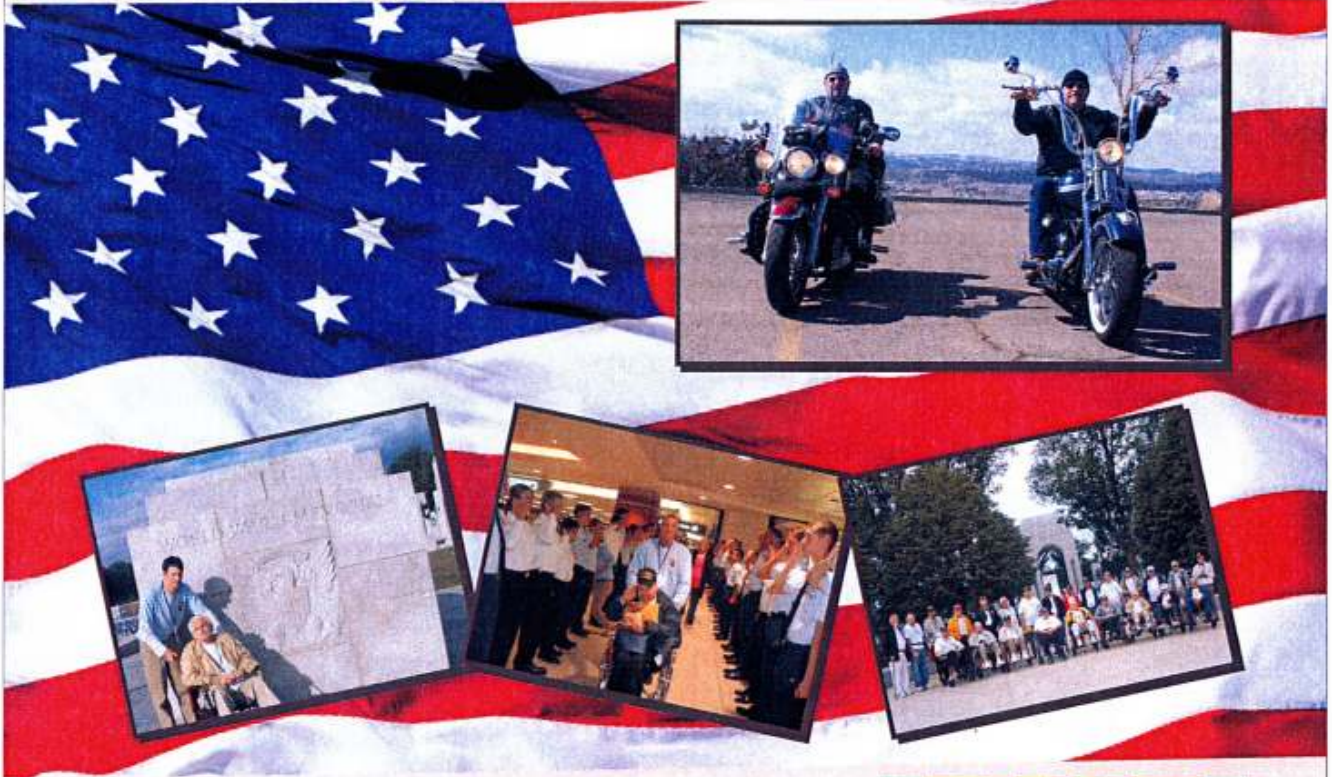
Arizona's new medical marijuana law could have significant impacts on your business. Consider this: if one of your employees uses medical marijuana for chronic pain, what impact may this have if your employee is injured on the job—or injures another person while working? This seminar will provide the most up-to-date information on the new law and things you may need to think about as an employer.

RESERVATIONS REQUIRED

All reservations are being handled by the Prescott Chamber of Commerce. Call Sue Marceau at 445-2000, Ext. 114, to make a pre-paid reservation — Mastercard, Visa and Discover cards accepted. You can also register and pay on-line through the Prescott Chamber's website:

www.prescott.org/chamber_mixers.php?m0=4&vr=2011 .

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RUN FOR THE WALL

www.rftw.org

Please help Tender Hearts Senior Care in raising money for Honor Flight Arizona. Our hope is to raise \$30,000 to enable approximately 35 vets and 20 guardians to journey to their memorials in Washington DC.

Rick Judy and Bill Dunnels will be meeting up with thousands of other bikers as they

Event Sponsors

www.TenderHeartsSeniorCare.com
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DOT Physicals and Drug Testing
Employee Physicals and Drug Testing

http://bowenchiro.com/custom_content/c_147748_treatment_offered.html

All Chamber Members please schedule for your complementary initial visit with necessary x-rays at no charge. Valid through April only

555 west Road 3 North, Suite A * Chino Valley, Arizona * 928/636-7682



The Learning Center, LLC