



Your Success is Our Business

**TEMPE CHAMBER OF COMMERCE
MONDAY MORNING UPDATE – FEBRUARY 1, 2010
YOUR SUCCESS IS OUR BUSINESS**

This newsletter is sent directly to more than 2,000 members of the Tempe Chamber community and shared with many others. Sponsorships are available which include your company logo, name and contact information in this spot.

Sponsors also receive a 100-word text ad or offer of their choice at the top of the "Community News" segment. Your company name and Web site address will also be listed in the broadcast email announcing the new Monday Morning Update, as well as through Twitter in an announcement that Monday. Click below to learn more.

[Sponsor the Monday Morning Update newsletter and see your name here!](#)

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WEEKLY CALENDAR

Tuesday, February 2

**Ambassadors Committee
8 a.m.
Heidi's Events & Catering
2095 W. 15th St.**

Tuesday, February 2

**New Member Briefing
9 a.m.
Heidi's Events & Catering
2095 W. 15th St.**

Wednesday, February 3

**Government Relations & Transportation Committee
7:30 a.m.**

Four Points by Sheraton
1333 S. Rural Rd.
(Conference Room at 911 E. Apache Blvd.)

Wednesday, February 3

Ireland Trip Informational Meetings
8 a.m. – 8:30 a.m.; 12 p.m. – 12:30 p.m.; and 3 p.m. – 3:30 p.m.
Tempe Chamber of Commerce
909 E. Apache Blvd.
*Open to everyone and free to attend

Thursday, February 4

Women in Business Council
8 a.m.
Tempe Chamber of Commerce
909 E. Apache Blvd.

Friday, February 5

Empowering Women Leaders Series
Are You Rudolph?
Cyndi Laurin, Ph.D.
7:30 a.m. – 9 a.m.
Fiesta Resort & Conference Center
(Coronado Room)
2100 S. Priest Dr.

Monday, February 8

Breakfast for Chamber Champions
7 a.m. – 9:30 a.m.
Tempe Mission Palms Hotel
60 E. 5th St.

MONTHLY EVENT CALENDAR

[View our monthly calendar of committee meetings, mixers, seminars and special events](#)

[Print a copy of our postcard of February events](#)

CHAMBER NEWS AND EVENTS

NEW MEMBER BRIEFING HELD THIS WEEK

We will be hosting our **New Member Briefing** at 9 a.m. this Tuesday, Feb. 2, at **Heidi's Events & Catering**, 2095 W. 15th St. New members of the Tempe Chamber are invited to join us for a complimentary breakfast and the chance to meet the staff, other new members and representatives from our committees. Attendees will learn about the great opportunities that the Chamber affords and network with their fellow new members while promoting their business. This event is sponsored by **Telesphere** and is open to all new members. Please RSVP to (480) 967-7891.

TEMPE LEADERSHIP TO HOLD RECRUITMENT RECEPTION

Join the **Tempe Leadership** Board of Directors on Tuesday, Feb. 23, from 5:30 – 7 p.m. for a complimentary reception and informational presentation for Tempe Leadership's recruitment for Class XXVI. The program will begin at 6 p.m. The event takes place at **Heidi's Events and Catering**, 2095 W. 15th St., in Tempe. RSVP by Thursday, Feb. 18, to (480) 736-4281. You may also register online at http://events.tempechamber.org/default.asp?cale_id=1385&details=true.

BREAKFAST FOR CHAMBER CHAMPIONS TO HONOR COMMUNITY LEADERS

The Tempe Chamber of Commerce is proud to present the **13th Annual Breakfast for Chamber Champions** on Feb. 8 at the Tempe Mission Palms Hotel, 60 E. 5th St. Registration opens at 7 a.m., and the event will begin promptly at 7:30 a.m. **Scott Light** from NBC 12 News will emcee the event.

The event honors those individuals and businesses that have gone above and beyond in their efforts to make Tempe a thriving community. Awards to be presented include the **Business Excellence Awards, Spirit of Tempe Award, Volunteer of the Year Award** and the **Tempe Leadership Outstanding Community Leadership Award**.

Join us as we show our appreciation for the members of the community who strive, excel and make a difference in the world around them. You will have the opportunity to enjoy a wonderful breakfast, participate in an exciting Grammy-style awards ceremony and mix and mingle with civic, community and political leaders of the Valley.

The Business Excellence Awards finalists are **Benefits by Design, House of Tricks, Edward Jones, Educational Options, Southwest Gas** and **Veolia Transportation**. Recipients of this award and the Volunteer of the Year Award will be announced at the event.

The Spirit of Tempe Award will be presented to **Bob Ramsey** and **Jenny Norton**.

The Outstanding Community Leadership Award will be presented to **Margaret Hunnicutt**, President/CEO of Tempe Schools Credit Union.

Tickets are \$50 for Tempe Chamber members, \$60 for the public and \$500 for a VIP table of 10. [Advance registration is required online here](#) or by calling (480) 967-7891 or sending an email to info@tempechamber.org.

The event is presented by APS and Southwest Airlines and sponsored by SRP. Heritage Graphics is the print sponsor for this event.

TEMPE CHAMBER ANNOUNCES BUSINESS SOLUTIONS CLINIC

Through its Business Resource Advantage Committee, the Tempe Chamber of Commerce is hosting a **Business Solutions Clinic** to provide complimentary business counseling sessions with industry experts. The half-day clinic will take place from 1 to 5 p.m. on Feb. 25 at the Tempe Chamber offices, 909 E. Apache Blvd.

In our ongoing efforts to ensure that our membership has the tools and training necessary to succeed and grow, we have secured the services of a panel of experts who will provide individual

mentoring sessions for pre-registered participants. Based on feedback from business owners and Chamber members, topics covered will include:

Accounting/CPA – **Laura Opstad**: <http://www.linkedin.com/pub/laura-opstad/10/301/842>

Marketing/PR – **Diane Wallace**: <http://www.linkedin.com/in/dianewallace>

Sales – **Anita Grantham**: <http://www.linkedin.com/in/anitakgrantham>

Legal – **Joan Jakel-Smith**: <http://www.linkedin.com/in/joanjakel>

Workers Comp. & Insurance – **Neil Chitel**: <http://www.linkedin.com/in/nchitel>

Finance & Banking - **Peter Eberle**: <http://www.linkedin.com/pub/peter-eberle/0/5ba/591>

In addition, a SCORE representative will be onsite to answer general questions for all attendees. Refreshments will be provided by **Marketside** at Rural and Elliot.

Tempe Chamber members can sign up for a maximum of two 30-minute time slots. **All sessions must be reserved in advance.** Each expert will have seven time slots available, which will be booked based on a first-come, first-served basis. To register, please contact Sachiyo Ragsdale at sachiyo@tempechamber.org or (480) 736-4285. For event details, contact Jack Smith, Chairman of the Business Resource Advantage Committee, at jack@thesociallatte.com or (480) 231-7540. **Walk-in guests cannot be accommodated.** Participants must be members of the Tempe Chamber.

ADVERTISE IN THE CHAMBER'S 2010-2011 BUSINESS PARTNER DIRECTORY

It's that time of year again, and production on our Business Partner Directory is under way. The directory is distributed all over the United States in response to inquiries from prospective businesses and residents considering a move to our area, is given to all current and prospective members and is used by businesses looking for reputable companies to do business with. An ad in the directory shows your company's commitment to the Chamber and the community as a whole.

The entire publication, including all ads, will be placed on the Chamber's Web site at no additional cost in the form of an "E-Book," a replica of the printed publication. Ads purchased by advertisers with their own Web site will contain a link to that site.

Larry Osborne, an advertising representative from Lawton Publications, will be contacting you soon to discuss our wonderful "member-only" advertising specials. Be sure to ask him about the opportunity to purchase an enhanced listing and additional display advertising on the Web site. Please call the Chamber at (480) 967-7891 for more information.

FREE TAX PREPARATION IN TEMPE

Free tax preparation is being offered to eligible taxpayers at the **Tempe Volunteer Income Tax Assistance site at Tempe Schools Credit Union**, 2800 S. Mill Ave. This year, Tempe EITC/Asset Development Initiative is recommending that taxpayers save 10% of their refund. They can now use part of their federal tax refund to purchase US Series I Savings Bonds during the tax preparation process. The federal tax return makes it very easy for taxpayers to sign up for a savings bond if they get a refund of at least \$50. For more information on Series I Bonds, visit <http://www.ustreas.gov>.

The Tempe Volunteer Income Tax Assistance site is offered by the **Tempe Community Council, City of Tempe, Newtown CDC, Tempe Schools Credit Union** and the **IRS**. For the location of free tax preparation sites outside of Tempe, visit www.cir.org or call (602) 263-8856.

HELP US CHOOSE A COURSE FOR TEMPE LINKS

As we plan our 2010 Tempe Links Golf Tournament, we are asking our members to share their thoughts on the Valley's best courses. Please visit <http://polls.linkedin.com/p/73466/yaogo> to share your thoughts on where you'd like to see the 2010 event held.

The Tempe Links Committee invites you to join us on this important, exciting and FUN committee! It meets regularly on the second Tuesday of each month at 12 p.m. at the Tempe Chamber and is working toward a fall 2010 tournament date.

If you are interested in joining the Tempe Links Committee, please contact Neil Chitel at nchitel@managestaffinc.com or call (480) 967-7891.

“EMPOWERING WOMEN LEADERS” CONCLUDES THIS FRIDAY

The Women in Business Council is closing out their inspirational speaker series this Friday with an intimate sit-down with author [Cyndi Laurin](#). Be sure to bring plenty of business cards and plan on fun and exciting networking before the informative presentations!

This event will take place Friday, Feb. 5, at the Fiesta Resort and Conference Center in Tempe in the Kachina Lounge. Tickets are \$15 in advance for Tempe Chamber members. [Register online](#) or call (480) 967-7891 to RSVP.

OASIS IN THE DESERT ANNOUNCED

The Tempe Chamber and its Ambassadors Committee are hosting “**Oasis in the Desert**” on Wednesday, Feb. 24, from 6 to 9 p.m. at the Waterfront, 5350 S. Lakeshore Dr. in Tempe.

The annual “In the Desert” event is enhanced this year as the Tempe Chamber expands the depth and scope of this incredible evening, which provides an opportunity for the Tempe business community to enjoy an evening of dining, dancing and entertainment. The night features elegant and delicious food and dessert served by local restaurants, music and dancing, silent auctions and more.

Tickets are \$40 and include admission, dinner and a complimentary drink. The general public is invited to attend and mingle with local political, Tempe Chamber, civic, business and community leaders. For tickets or more information, call (480) 967-7891 or [visit our registration page here](#).

Members can promote their businesses with a donation to the event's silent auction. All auction donors will have their business recognized at the event and also will have the opportunity to include flyers, brochures and business cards with the donation of a complete auction basket. To learn how to take advantage of this promotional opportunity for your company, please call Sachiyo Ragsdale at (480) 736-4285 or email sachiyo@tempechamber.org.

TEMPE CHAMBER JOINS MERCHANT CIRCLE

We've added our profile to [Merchant Circle](#), an online community where companies and business organizations can network with one another. If you have a moment, we encourage you to visit the

site. It might be a valuable addition to your online toolkit. And while you're there, consider posting a review of the Tempe Chamber.

ADVERTISING PACKAGE SPECIAL OFFER

To ensure that your business can reach as wide an audience as possible this year, we've created a special marketing and advertising package for 2010 that incorporates our most popular and effective communications channels.

The [2010 Marketing Package can be found online here](#) with full descriptions of each element's benefits, followed by three package options that have been generously discounted for our members. Please contact Sean Donovan at the Tempe Chamber at (480) 736-4283 or sean@tempechamber.org with any questions.

2010 SPONSORSHIPS AVAILABLE

As we enter the new year, several exciting sponsorship opportunities have opened to our membership once again. Yearly or quarterly packages are available for the following events, with a wide variety of benefits that allow your business the greatest possible return on its investment. Please email info@tempechamber.org for further information.

Networking @ Noon

This monthly luncheon mixer is a fast-paced, unique networking event where attendees learn the art of relationship building, enjoy lunch and have fun promoting themselves. Often called "speed dating for businesses," it teaches effective networking techniques as the easiest, fastest and least expensive way to grow your bottom line.

Hot Topics and Lunch

Each month we host a special luncheon event with dynamic, engaging speakers who lead educational and inspirational presentations pertaining to "hot" business topics. Last year's speakers included Mayor Hugh Hallman, Dr. Jay Butler, Dave Sherman and Kimber Lanning and addressed photo radar, social media trends, real estate, the economy, health care reform and more.

Business After Hours

From 5:30 to 7 p.m. on the fourth Wednesday of every month, our Business After Hours mixer brings together our membership for an enjoyable, casual networking mixer. Attach your name to this event to reach upwards of 100 people and expand your company's presence.

IRELAND TRIP SLATED FOR OCTOBER 2010

The Tempe Chamber is planning a trip to **Ireland in October 2010**. All members and their families and friends are invited to join us on this amazing nine-day journey which includes visits to Dublin, Kilkenny, the Waterford crystal facility, Blarney Castle, the Ring of Kerry, Killarney, Limerick, the Cliffs of Moher, Galway and more. The trip is scheduled for Oct. 19 through 28 and is priced at \$2,799 including airfare, lodging and 13 meals. For more information, contact Terra Travel at (480) 820-0701. You must identify yourself as a Tempe Chamber member (or friend or family) to qualify for this discounted trip. [Learn more or sign up here.](#)

COMMUNITY NEWS

To sponsor an edition of this newsletter and see your name and information here, please contact Sachiyo Ragsdale at sachiyo@tempechamber.org or (480) 736-4285. Your sponsorship includes an editorial and your business prominently featured at the header of the newsletter.

LEGISLATIVE UPDATE

It is expected that Governor Brewer will issue a special session call this week addressing revenue. The call is rumored to include her proposed sales tax referral, reauthorization of the lottery, additional sale and leaseback of state buildings, rollovers for K-12 and the universities and collection from out-of-state tax filers.

Last week, the Joint Legislative Budget Committee also released a list of shortfall options which include cuts, fund transfers, rollovers and revenue options. These options are not endorsed by any particular Legislator and are simply a "menu" to begin to sort through to resolve our \$1.45B FY2010 budget deficit and begin to address the \$2.59B FY2011 deficit.

Bills are still continuing to be introduced as committees are well under way and passing bills along. Bills have also been scheduled for discussion and a full vote on the floor.

Should you have any questions, contact Catherine Mayorga, Vice President of Public Affairs, at catherine@tempechamber.org or (480) 736-4282.

CONGRESSMAN MITCHELL DISCUSSES FEDERAL AGENDA WITH TEMPE CHAMBER

Congressman Harry Mitchell presented his federal update last week at the Tempe Chamber's State of the District event. An audience of business, community, educational and civic leaders gathered at **Rio Salado College** to enjoy breakfast and listen to Rep. Mitchell's vision for the upcoming year.

Mitchell was elected to represent Arizona's Fifth Congressional District in the U.S. House of Representatives in 2006. During the address, he repeatedly touched on the importance of putting aside partisan bickering in order to achieve results that answer the needs of the American people. He detailed his goals to limit Congressional pay raises, boost federal benefits for small businesses, tackle the issue of illegal immigration and create a health care plan that ensures citizens receive the best care possible.

We thank our generous presenting sponsors, Rio Salado College, Maricopa County Community College District and US Airways, along with our Gold and Silver sponsors, ASU, Southwest Gas and State Farm.

CHAMBER DAY AT THE LEGISLATURE

Arizona Chamber Executives is pleased to present the annual **Chamber Day at the Legislature**, which will be held Thursday, Feb. 11. Each year, chambers and their members from around Arizona are invited to come together and show the legislature the collective force of their membership.

This exciting day will kick off with registration at 8 a.m. The program will begin at 8:30 a.m., and a barbecue lunch will be served at noon on the Senate lawn. The cost to attend is \$50 per person. To register for this event or for more information, please visit www.arizonachamberexecs.com. Please register no later than Feb. 7. The event will be held at the State Capitol, 1700 W. Washington St., in Phoenix.

TECH CLASSES OFFERED BY CITY

The **City of Tempe** is sponsoring **FastTrac Tech Venture** in Tempe. A variety of classes will take place on Monday evenings from 5:30 to 8:30 p.m. at Sitewire in Tempe. Classes include: Feb. 8 - Exploring Entrepreneurship; Feb. 15 - Identifying Market Needs; Feb. 22 - Setting Financial Goals; March 1 - Planning the Product; and March 8 - Researching and Analyzing the Market. For more information, visit <http://www.fasttrac.org/techventure.cfm> or contact Francine Hardaway at francine@stealthmode.com. Online registration is available at <http://www.tempeft.com>.

COMMUNITY INVITED TO STATE LEGISLATURE EVENT

Tempe residents are invited to join the Mayor and City Council for **Neighborhood Day at the State Legislature** at the State Capitol, 1700 W. Washington St., on Feb. 3 from 10:30 to 11:30 a.m. to meet their legislators, learn about the city's legislative program and tour the Arizona House of Representatives and State Senate. Residents are encouraged to share the stories of their neighborhoods and find out how the legislature will impact the future of our community. RSVP by Feb. 1 to the Neighborhood Services Division at (480) 350-8234 or neighborhoods@tempe.gov.

GET MOTIVATED SEMINAR FEATURES TOP SPEAKERS FOR \$5

The "Get Motivated Seminar" featuring some of the country's top motivational speakers returns to Phoenix in February. "America's #1 Motivator" **Zig Ziglar**; former First Lady **Laura Bush**; 2008 NFC champion quarterback **Kurt Warner**; ex-NYC mayor **Rudolph Giuliani**; **General Colin Powell**; CEO of Forbes, Inc. **Steve Forbes**; Phoenix Suns' **Steve Nash**; and other speakers will present on business skills, sales, negotiation, leadership, perseverance, teamwork and more.

Attendees will receive a free Zig Ziglar DVD and CD set titled "*5 Keys to Igniting Motivation and Success*," a free year of bestselling book summaries and a chance to win prizes, including \$10,000 in cash.

Attendance is priced *in advance* at just \$4.95 per seat, or \$19 for an entire office. Admission at the door is \$225. RSVP to (800) 217-1339. [Learn more or view a detailed flyer here.](#) The seminar takes place on Feb. 4 from 8 a.m. to 4:45 p.m. at the US Airways Center, 201 E. Jefferson St. in Phoenix.

LOCAL AGENCY OFFERS INCENTIVES TO HIRE VETERANS

Schools Inc., in conjunction with the Veteran's Administration, is offering cash incentives to businesses that hire U.S. military veterans. The nonprofit organization received grant funding to offer employers this opportunity. This program has been approved by the Tempe Chamber's

Military Affairs Committee. Please visit www.schoolsinc.org for more information or call (602) 222-3402.

“SHOULD I START A BUSINESS”

The **City of Tempe Office of Economic Development** in partnership with the **Maricopa Community Colleges Small Business Development Center** will begin offering a bi-monthly entrepreneurial training class. The class will be oriented to individuals with limited entrepreneurial knowledge and will focus on the basics of establishing and running a business.

The class, titled "Should I Start a Business," will be held the third Tuesday of every other month beginning Feb. 16 at 4:30 p.m. in the Don Cassano Room of the Tempe Transportation Center, 200 E. 5th St., in Tempe. Parking will be validated for the garage on Fifth Street and Forest. The cost to attend is \$10, which includes course materials. To reserve your place, please call (480) 784-0590 or register online at www.azsbdc.net and click on "events."

Should you have further questions, please contact Micah Miranda, Economic Development Specialist, City of Tempe, at (480) 858-2218 or micah_miranda@tempe.gov.

TEMPE PILOT PROJECT

City of Tempe Community Development staff are preparing to launch a pilot project that will provide 35 units of scattered-site housing for homeless individuals from Tempe. The pilot project, in partnership with the **Valley of the Sun United Way** and the Arizona Department of Health Services, will serve homeless individuals who have been living on the streets for a year or more with a disability. Research shows that housing this population significantly reduces the cost of homelessness to taxpayers by decreasing the use of local resources such as hospital beds, police intervention and social services. The first participants in this pilot will move into their housing this month.

IRS UPDATE

Local Small Business Workshops and Events

In collaboration with the Arizona Service Providers Network, the Arizona Department of Commerce Small Business Services division hosts an "Event Calendar." You may access the online calendar through the Small Business Services home page at www.azcommerce.com/smallbiz under Quick Links.

New IRS Small Business Workshop Available Online

The new Virtual Small Business Tax Workshop is now available online at <http://www.tax.gov/virtualworkshop/>. It is composed of nine interactive lessons designed to help new small business owners learn their tax rights and responsibilities.

2010 Tax Calendar for Small Businesses Available Online

The 2010 IRS Tax Calendar for Small Businesses and the Self-Employed is now available on IRS.gov. You may view it online or print a copy.

IRS Announces Streamlined and Simplified Notices to Taxpayers

The IRS has unveiled its first redesigned notices that are part of an ongoing effort to improve the way it corresponds with taxpayers. A revised Web page is available at www.irs.gov/notices. These notices are among the first to be reviewed and revised for clarity, effectiveness and efficiency. The new format guides taxpayers to appropriate pages on IRS.gov where they can find accurate and relevant information quickly and easily. By reducing the potential for confusion, these notices will improve the taxpayers' ability to get problems resolved quickly and improve overall compliance.

Free File Now Available to Almost All Taxpayers

The Internal Revenue Service and its private-sector partners are making Free File available. Most taxpayers can have free use of helpful tax preparation software and free electronic filing of the federal tax returns. There are many new tax breaks this filing season, and Free File software can make it easier for people to find all the credits and deductions they are due. Taxpayers must go through the www.IRS.gov home page or www.IRS.gov/freefile to access the free options.

IRS e-file: It's Safe; It's Easy; It's Time

IRS e-file, the popular electronic tax return delivery service used by two-thirds of the nation's taxpayers, marks 20 years of safely and securely transmitting nearly 800 million individual federal tax returns. The Internal Revenue Service debuted e-file nationally in 1990, delivering 4.2 million tax returns. Last year, IRS e-file delivered 95 million tax returns, 66 percent of all returns filed.

Subscribe to e-News for Small Businesses

If you would like to receive e-News for Small Businesses, please visit this link to subscribe: <http://www.irs.gov/businesses/small/content/0,,id=154826,00.html>.

EARN MORE THROUGH CITY BIDS AND PROPOSALS

The **City of Tempe** regularly accepts bids and proposals on jobs, services and products. As a service to Tempe Chamber members, we list a selection of recent listings in this section. A complete list can be found at www.tempe.gov/purchasing/bids/. Bid solicitations can be obtained on this site or in person at the City of Tempe Procurement Office, 20 E. Sixth St., 2nd Floor.

Maricopa Community Colleges also lists bid opportunities on a regular basis. Visit <http://www.maricopa.edu/purchasing/> for a complete list.

MEMBER SPOTLIGHT

Veolia Transportation was honored in the Business category at the City of Tempe Human Relations Commission's MLK Diversity Awards Brunch recently. The company was recognized for its commitment to diversity and its employment practices, communications and community engagements.

On Friday, Jan. 22, Pamela Smith of **NUMBERSetc.** was officially selected as a finalist for the Inaugural Woman of the Year Award on behalf of the **National Bank of Arizona's** Women's Financial Group. Pamela was chosen as one of six finalists amongst a large group of nominees throughout the greater metropolitan Phoenix area. The award acknowledges proven and positive collaboration of business ethics, community philanthropy and business acumen.

Henry & Horne, LLP has hired **Thomas M. Cooper**, JD, CLU, ChFC, as the Managing Director of the Health Care Consulting Group.

"Altered States: Paintings by Gordon Cheung from the Stéphane Janssen Collection" opened Jan. 9 at the **ASU Art Museum**. It is the artist's first solo exhibition in a U.S. museum.

The **Phoenix Business Journal** recognized several Tempe Chamber members in its Best Places to Work awards. **Homeowners Financial Group** and **Henry & Horne** were recognized in the Small Company category; **McCarthy Building** was recognized in the Midsize Company category; and **QuikTrip** was recognized in the Large Company category.

Contractors Inc., d/b/a **Infinite Electricity**, has been approved by the National Women Business Owners Corporation as a Certified Woman Owned Business.

Valley Leadership has named **Christine Wilkinson**, Ph.D., Senior Vice President and Secretary of Arizona State University, as its 2009 Woman of the Year.

Do you want to see your company name here? Simply contact Sachiyo Ragsdale at sachiyo@tempechamber.org with newsworthy information to have it added to our Member Spotlight.

MEMBER OFFERS

*This section of the Monday Morning Update is designed to allow Tempe Chamber members to share their discounts or special offers with each other and with the extended community who may be forwarded this newsletter. **Offers will run for one month before being automatically removed.** Contact sachiyo@tempechamber.org to place or renew an offer.*

AzCa Embroidery, Inc. is offering a simple and easy way to show that special someone how much you care this Valentine's Day. Order a 100% cotton terry velour robe for \$36 from AzCa and receive your loved one's initials embroidered on the robe for free. For more information, visit <http://azcaemb.com> or call (480) 946-3663.

Massage Heights is offering several Valentine's Day packages, including "Escape," "Indulgence" and "Couple's Sweet Retreat" packages. For package details, call (480) 785-2582 or visit www.massageheights.com.

Storage West would like to offer all Chamber members 50% off of their first two months of rent at any of their Arizona facilities. Their storage rentals are month-to-month with no long-term contract. Please email mcclintock@storagewest.net for more information.

Sandler Training is offering a more than 60% discount to Tempe Chamber members on its three-hour executive sales strategy workshop. Normally priced at \$99, Chamber members can participate for \$29. For more information, contact Nomi Palwala at (781) 346-7847 or nomi@totalincreasedperformance.com.

In the month of February, **Sun Devil Trophy & Awards** is offering fellow Tempe Chamber members a 20% discount on employee recognition awards, as well as \$10 off any Valentine's Day engraved gift currently offered in their showroom. Email scott@sundeviltrophy.com for assistance.

IKEA is offering their expert advice on getting the most out of your bedroom layout on Feb. 5 and 19 from 1 – 3 p.m. Be sure to bring your bedroom dimensions! All attendees will receive free coffee and dessert for their participation. Also, enjoy kitchen clinics hosted by Great Spaces on Feb. 6 and 20 at 10:30 a.m., where you'll receive free advice on designing your dream IKEA kitchen.

Sunset Aquatics, LLC is offering a full aquarium cleaning for \$85 and a free \$50 gift certificate to Spa Lamar in Scottsdale. For details, visit www.sunsetaquatics.webs.com or call (480) 588-5313.

The **Arizona State University Sun Devil Advocates Network** is seeking individuals who are committed to educating elected officials about the importance of ASU and higher education. The

network is comprised of community supporters, alumni, students, faculty, staff, retirees and parents. Learn more at <http://www.sundeviladvocates.org/>.

Sam's Club is offering a free \$10 gift card with the purchase or renewal of a membership before March 17. Contact Kelly Berry at (480) 893-6650 to learn more or to receive your gift card.

Lobby's Beef-Burgers-Dogs is offering a "buy one, get the second at half-price" special on its combo meals, or a free 32 oz. drink or fries with purchase of beef, burger or dog. Lobby's is located at 3141 S. McClintock Dr., #13, in the Bashas' plaza. Visit www.lobbysbbb.com for more information.

Four Points by Sheraton Tempe is offering 50% off the next night's stay when booking the first night. Guests may arrive on any day of the week, and the offer is valid through March. Book online or call (866) 716-8133 and mention promo code ZBT.

Look for **ABC Bartending and Casino School's** grand opening at their new location soon. They are currently offering free books to Chamber members with any paid casino dealing course (over a \$50 value). Call (480) 777-2333 for details.

AA Bargain Mini Storage offers members a move-in rate of \$1 (plus a one-time \$10 administrative fee), including a free lock and 50% off the second month's rent. Rates start at \$28 per month, and the company will meet competitors' rates and specials. It is located at 1964 E. University Dr. Visit www.aabargainministorage.com or call (480) 966-9071 to learn more. Use coupon code TCOC110 for your discount.

The Tempe Union High Schools Education Foundation is selling tickets to the Feb. 24 Phoenix Suns game to raise money for teacher grants, scholarships and other learning opportunities. Purchasers will also receive a raffle ticket for a Leandro Barbosa autographed photo and basketball. Contact Sandy Lowe at Sandralowe@cox.net or (480) 961-0388 for tickets or details.

State Farm agent Judy Aguilar-Woertz is offering Tempe Chamber members the free use of an eight-person conference room at Warner and Priest on weekdays from 9 a.m. to 5 p.m. To reserve the room, please call (480) 598-0544.

American Dental Plan is offering free six-month memberships to Tempe Chamber members, friends or associates who have lost dental benefits due to unemployment. The plan provides an exam and four X-rays at no charge with savings up to 40% from over 650 participating dentists. After the six-month period, you may renew your dental plan membership for as little as \$59 per year. Visit www.arizdental.com for product information. Enrollment is accepted by phone at (602) 265-6677. Please mention agent code "TCC" when enrolling.

MEMBER EVENTS

Tempe Chamber members are invited to share their special events here. To submit yours, please email sachiyo@tempechamber.org with the event date, start and end time, cost and a maximum 75-word description. Submissions may be edited for length and style. Members are also able to list their events on our online Community Calendar through the [Members Only portal](#). Please contact magdalena@tempechamber.org if you require assistance with this feature.

LakeShore Producers is proud to present Mose Allison, a living legend who is often called "the William Faulkner of Jazz," on Feb. 26 at the Tempe Center for the Arts. His music and insightful lyrics have influenced many blues and rock artists, including The Rolling Stones, John Mayall, J.J. Cale and The Who. Tickets are \$30. Call (480) 350-2822 for details.

The **SCF Safety Works Expo** will be held on March 16 in Tucson, bringing together workplace safety professionals who share the latest information available on safety and prevention of workplace injuries. For more information, contact Bruce Trethewy at (602) 631-2810 or visit www.regonline.com/swtucson10.

The **Tempe Diablos** host the 40th annual "**Casino Capers**" night on April 17 to raise funds for charity. The fun evening event includes food, beverages, casino-style games and both a silent and live auction. Learn more or buy a discounted ticket at www.casino-capers.org.

CHARITABLE NEWS AND EVENTS

This section contains ways that you can assist with charitable causes in the community. If you are a Tempe Chamber charitable organization in need of help or if your company is hosting a food drive or other similar charitable event, please contact Sachiyo Ragsdale at sachiyo@tempechamber.org to be included here.

Those who donate to **United Blood Services** in February will be entered to win one of two \$1,000 jewelry shopping sprees. To make an appointment and find the donation location nearest you, call (877) 448-GIVE (4483) or visit www.UnitedBloodServicesAZ.org, click on "Donate Blood" and enter your zip code.

Join **IKEA** on Feb. 10 from 10 a.m. – 2:30 p.m. for a United Blood Services blood drive. The blood drive will take place in the parking lot. Call (480) 785-8209, ext. 1336, to register. Also, IKEA is collecting new art supplies for Free Arts of Arizona, its Tempe partner charity, through Feb. 28. A donation bin is located by the exit.

Banner Health's Cardon Children's Medical Center is seeking toys for its hospitalized children. If you are able to donate a new, unopened toy, please bring it to Cardon Children's Medical Center at 1400 S. Dobson Rd. in Mesa or contact Sue Eaton at (480) 512-3542 or sue.eaton@bannerhealth.com. New toys are needed for kids of all ages.

CHAMBER BENEFITS

TEMPE CHAMBER SOCIAL MEDIA CONNECTIONS

Use Our Free Connections to Prosper!

Click here to visit the Chamber Blog and see how this powerful site can help you learn and grow. Share information, comments and tips with other members. New weekly posts ensure you're kept up to date on the most timely topics.

Click here for our Twitter profile and stay informed with up-to-the-minute breaking Chamber, business and political news. One-of-a-kind offers are known to pop up, too!

Click here for our LinkedIn profile and join our group of professionals who can help you network, grow your business and make profitable social and business contacts.

Click here for our Facebook page to become our friend and enjoy a dynamic, interactive experience where you can contribute as much as you like, share news about your business and post videos, photos and more.

Click here for our Yelp profile and share in this hybrid of social networking and user reviews, backed by profiles created by businesses about their company and services.

Click here for the Tempe Chamber Social Media Primer for a quick and basic overview on how to engage social media to your advantage and profit.

Don't forget to visit www.tempechamber.org regularly to learn more about the many ways that we are working hard to ensure your success.

TEMPE CHAMBER RELEASES DIRECTORY E-BOOK

Did you know that our **Annual Directory** is on our Web site as an easy to use e-book? Identical page-for-page to our printed version, the publication is a convenient way to “flip” through our editorial content, business plan and membership directory alphabetically or by business type. Find it under our “Publications” menu tab or [see it by clicking here](#).

MONDAY MORNING UPDATE SPONSORSHIPS AVAILABLE

This newsletter is sent via email to more than 2,000 members of the Tempe Chamber community and shared through internal distribution with many more. For an investment of \$100 per edition, your company **logo, name and contact information** will be positioned at the top of the newsletter with a “Sponsored by” tagline above it.

Sponsors also will receive a **100-word text ad or offer** of their choice at the top of the “Community News” segment. Your company **name and Web site address will also be listed** in the **broadcast email** announcing the new Monday Morning Update, as well as through **Twitter** in an announcement that Monday.

This is a great way to gain visibility and recognition for a minimal expense. Contact Sachiyo Ragsdale at (480) 736-4285 or sachiyo@tempechamber.org to learn more or secure your spot.

PARTNER WITH THE TEMPE CHAMBER AND GROW YOUR BUSINESS

One of the best ways to build a stronger and wider awareness of your business is through “Face Time” with potential customers and clients. The Tempe Chamber has some powerful ways to help you accomplish this goal at one of our many programs and events.

By sponsoring an event, your name recognition grows exponentially along with your sales and influence. Attaching your company's name and logo to one of our signature events shows community involvement and presence that is instantly recognizable. Our Web site has a yearly event calendar with a full-color "Face Time" sponsorship packet designed to meet the needs of any member. [Click here for some great ideas!](#)

Members can promote their businesses with a donation to an event's silent auction. All auction donors will have their business recognized at the event and also will have the opportunity to include flyers, brochures and business cards with the donation of a complete auction basket.

Promote your company with a door prize at our mixers and networking events. During networking events, we recognize by name each member who brings a door prize. It's a great way to generate good feelings toward your business and drive clients to your door. Simply bring a gift when you attend and we'll handle the rest.

Reach out to new members through our new member goodie bag. At our New Member Briefings we give each attendee a welcome gift bag which contains information and items to give them a jump start in the Chamber. You can contribute to these bags to both promote your company and to give a warm welcome to your newest colleagues. Contact Renee Lopata at renee@tempechamber.org to participate.

MEMBER PERKS

Online Renewal

As you and your business have to work harder and harder every day to succeed, your time becomes more and more valuable. We're pleased to offer simple and quick membership renewals online in the Members Only section of our Web site at www.tempechamber.org. If you have any questions or need your username and password, please contact Magdalena Warecka at (480) 736-4281 or magdalena@tempechamber.org.

Logo Use

Members of the Tempe Chamber are able to use our official logo on letterhead, business cards, Web sites or other published materials to show this important affiliation. Studies prove that Chamber membership boosts customer confidence and response. [For guidelines and regulations for using the Tempe Chamber logo, click here.](#) If you'd like to further show your audience your connection with us, please feel free to link to our Web site at www.tempechamber.org on your site or through an embedded hyperlink when using our logo.

Monthly Payment Plan

In challenging times we want to ensure that you continue receiving the benefits of Chamber membership. We now offer an automatic monthly payment plan. It's easy, it's fast and it's secure! For further details, please contact Magdalena Warecka at (480) 736-4281 or magdalena@tempechamber.org.

Bring a Guest, Win a Prize

Bring a friend or colleague with you to a Chamber event and introduce them to the wonderful opportunities that membership offers. Any member who brings a *non-member* guest to one of our events will be entered for a drawing for a grand prize each month! Events included in this promotion are Business Before Hours, Business After Hours, Networking @ Noon and Hot Topics & Lunch. Please introduce us to your guest and mention this offer at the event's registration table to have your name entered.

Testify and Be Recognized

We're letting everyone we talk to know how beneficial membership is. Each week we add a new testimonial in our emails showing how Chamber membership has benefitted our members. We'd love to hear yours! Your name and business name will be in the byline of the testimonial so that we can also promote you in the thousands of emails we send weekly.

ONLINE POLITICAL RESOURCE

An integral feature of our Web site is the **Political Resources** area featuring the “**Tempe Votes!**” section of our site, where we bring the best political news and resources right to you.

The Tempe Chamber is the recognized voice at state and national levels and regularly takes positions on legislation affecting the business environment. We inform the public and our membership about the most important political issues impacting the business community. This section of our site will provide you with the tools you need to become informed and active at a political level. [Click here for more information and to see how you can get involved!](#)

ESGR OPPORTUNITIES AND ASSISTANCE OFFERED

Tempe Chamber members participating in the **ESGR (Employer Support for the Guard and Reserve)** program are asked to contact Sean Donovan at sean@tempechamber.org to be added to a contact list for future events and special opportunities. The ESGR was established in 1972 to promote cooperation and understanding between Reserve component members and their civilian employers and to assist in the resolution of conflicts arising from an employee's military commitment. To learn more, please visit <http://esgr.org/site/> or read the extended article in the [December 2009 Business Advocate newsletter](#).

COMMITTEES

The Tempe Chamber has a variety of committees which are open to all members. Many of the Chamber's successful programs are a direct result of the efforts of its volunteer committees. In turn, the Tempe business community benefits from these various projects. Whether it's your expertise, products, services or dollars, consider being a partner on a committee.

Ambassadors Committee

The Ambassadors Committee represents the Tempe Chamber and its members through education, mentoring and recruiting in the business community. Its objectives are to:

- Help the Chamber to recruit new members and retain existing members through surveys and contact with members.
- Help new members learn about the benefits of belonging to the Chamber and encourage them to become active members.
- Represent the Chamber as the official hosts at grand openings, ribbon cuttings and networking events.
- Plan and organize the annual fundraising event, “Oasis in the Desert.”

2009-2010 Chair: Bill Goodman
Morgan Stanley Smith Barney
(800) 227-3645

william.g.goodman@smithbarney.com

[Click here to learn about all of our committees.](#)

[Please click here to request more information about joining a particular committee.](#)

MEMBER RESOURCES

Chamber Services

Tempe Chamber Logo Use

Members of the Tempe Chamber are able to use our official logo on letterhead, business cards, Web sites or other published materials to show this important affiliation. Studies prove that Chamber membership boosts customer confidence and response. [For guidelines and regulations for using the Tempe Chamber logo, click here.](#)

Tempe Chamber Web site

Our Web site offers the opportunity to make the most of our resources when and where it's convenient for you. Please visit www.tempechamber.org to discover the many ways that you can benefit from the site's new features. Chamber members also have their businesses listed in the site's online directory, generating business and referrals on a daily basis.

Lobby Brochures

As a benefit to all Tempe Chamber members, promotional brochures and printed material for your business may be displayed in our lobby free of charge. Members may bring these items to our office to have them distributed.

SCORE Representative for Chamber Members

The Tempe Chamber offers the complimentary services of an **East Valley SCORE** representative. SCORE is the Service Corps Of Retired Executives and is a nonprofit association dedicated to educating entrepreneurs and the formation, growth and success of small business nationwide. Please call (480) 967-7891 to make your appointment.

The Business Advocate Advertising

Our monthly newsletter is one of our most effective and valuable resources to reach the business community and public. For information on how you can advertise or to secure a spot in an upcoming issue, contact Sachiyo Ragsdale at sachiyo@tempechamber.org or (480) 736-4285.

Programs and Discounts

ASU Gammage Discounts

ASU Gammage is offering Tempe Chamber members discounted tickets to all of its Broadway shows. Enter the password "tourism" at www.eventusher.com to purchase tickets to the 09-10 season shows in advance of the public. Contact Jennifer Gadek with any questions at (480) 965-8969.

Fair and Legal Employment Act Webinars

The Tempe Chamber, in cooperation with the Arizona Chamber and Dept. of Homeland Security, offers free monthly webinars on the **Fair and Legal Employment Act** (House Bill 2779) and how to use the **Basic Pilot Program** to verify employment eligibility and comply with the law. Email

info@azchamber.com to R.S.V.P. and receive log-in instructions. The webinars are held each Thursday at 11 a.m.

Free Employment Seminars

Each Wednesday morning from 9:30 to 11:30 a.m., the Tempe Public Library at Rural and Southern offers instruction on job placement, including finding current job openings, using Microsoft Word to build a résumé, attaching a résumé to an email and navigating online job applications. For more information, contact Tracy Hokaj at (480) 350-5507 or tracy_hokaj@tempe.gov.

Business Boosters

Sky Harbor Business Opportunities

Phoenix Sky Harbor International Airport has unveiled a Web site feature to provide information about its development plan and the construction and capital improvement projects related to it.

The site allows companies to find design and construction business opportunities, contact information and details on doing business with the City of Phoenix and its prime contractors. Visit www.phxskyharbor.com and click on “Jobs and Business” for detailed information about dates, times and locations of educational workshops, trainings and seminars related to design and construction business opportunities at the airport.

Free Business Counseling

The **Arizona Small Business Development Centers** provide **free, one-on-one counseling** designed to find practical solutions to business problems. An SBDC business advisor can maneuver you around the obstacles to your success. Through direct counseling, it provides an incredible range of management and technical assistance services. Visit www.azsbd.net or call Deputy State Director **Teri Williams** at **(480) 731-8729** for more information or to arrange your free counseling session.

Free Press

The Arizona Republic wants to hear from local business owners who are interested in writing articles about their company for publication in the paper's **News By You** section in both the print and online editions. Email tempe@arizonarepublic.com to learn more. **Azcentral.com** also accepts listings of special offers from businesses for its “Deals” page. Contact Dianne Ross at dianneross15@cox.net to learn more or submit your offer.

Free TV Coverage

If your business has a great story to tell, **ABC 15** wants to hear it. This resource represents a great opportunity to make a pitch and perhaps secure an incredibly valuable promotion for your business. Contact Assignment Editor Danell Gallardo at dgallardo@abc15.com or (602) 685-6349.

ASU ApplicantSearch

Arizona State University offers **ASUAA ApplicantSearch**, a service designed to help match employers with ASU alumni. Employers may request and receive a free login at <http://asualumni.applicantsearch.com/employers/signup>.

Maricopa County Business Services

Maricopa Workforce Connections is a county program that helps businesses secure qualified staff, teaches methods of training current employees to use new industry technology and provides layoff aversion resources and transition strategies. To learn more, contact the Business

Services team at (602) 506-WORK or visit www.maricopaworkforceconnection.com/business/businessservices.asp.

Tempe Community Action Agency

The **Tempe Community Action Agency (TCAA)** provides materials to help inform your employees about available health care coverage through AHCCCS and KidsCare. For more information on how TCAA can help your company and your employees, please call (480) 350-5896.

City Information

Free Visitor Guides Available

The **Tempe Convention & Visitors Bureau (CVB)** produces the Tempe Visitor's Guide which includes comprehensive information about attractions, restaurants, arts and culture and much more. They are available for free and are a great way to welcome employees or trainees who are visiting Tempe from out of town. If you would like copies for your office, contact Toni Smith at toni@tempecvb.com or (480) 894-8158.

Bids and RFP Opportunities

The **City of Tempe Procurement Office** invites all vendors to obtain purchase orders and contracts with the City. Log on to www.tempe.gov/purchasing to access available solicitations or bidder registration forms. You may also call (480) 350-8234 for information not available on the Web site. **Maricopa Community Colleges** also lists bid opportunities on a regular basis. Visit <http://www.maricopa.edu/purchasing/> for a current list.

City Recycling Program

The City of Tempe's recycling program is one of the best in the state, recycling more than 15,000 tons of material each year. Do your part for the environment and your community by recycling whenever possible. For a complete list of acceptable items, visit <http://www.tempe.gov/recycling>.

City Social Services for Small Businesses

City of Tempe Social Services can provide low cost counseling to Tempe residents. If you are a small business in need of these services for your employees, please contact Tempe Counseling Services for eligibility at (480) 350-5400.

City of Tempe Community Development Update

The **Community Development Department's Weekly Update** provides the latest information on development, job attraction, housing, business and neighborhood enhancement. Check out this week's newsletter at www.tempe.gov/comdev/WeeklyUpdate.html.

City of Tempe Graffiti Removal

Graffiti on public property can be reported to the City's hotline at (480) 350-8384 or online at www.tempe.gov/graffiti. The City's Street Maintenance division will usually have the offending graffiti painted over within 24 hours. Property owners are required by City code to paint over graffiti on their grounds within 10 days.

To have your email address removed from all future Tempe Chamber email communications, please contact info@tempechamber.org with "Remove Email Address" in the subject line.
Tempe Chamber of Commerce, P.O. Box 28500, Tempe, AZ 85285.