



Out In Front...

Leading Business, Leading Buckeye

Maximize Your Chamber Membership...

How to Get the "Most" For Your Membership

Now that you're a member of the most influential business organization in the Buckeye Valley, here are some tips that will help you maximize your membership.

- Review your level of membership and the commensurate benefits.
- Do we have the right representatives from your company in our database?
- Do we have all of their contact information, including mailing address, telephone, fax and e-mail?
- Is your representative list current?
- Use stand alone e-blasts to market your business
- Always carry current business cards
- Donate "give-aways" for Chamber events
- Read e-mail blasts & monthly newsletter to stay up to date for current Chamber news
- Visit the Chamber website for updates for updates, opportunities and community activities.
- Follow the Chamber on Facebook

PARTICIPATE! PARTICIPATE!

Chances are you joined the Chamber of Commerce to promote your business. While office staff refers prospective customers to you, YOU are the best source of information about your business. Personal contacts with the local business community through Chamber meetings, and contact with residents through Special Events, are proven to increase your business credibility and revenues.

- **Attend Events!** Your Chamber has events throughout the year: Buckeye Business Connection networking meetings, weekly; This is the BEST source of networking in Buckeye! Chamber Mixers, Monthly Chamber Luncheons, Quarterly
- **Sponsor Events!** Sponsor a mixer; all eyes are focused on your business. Sponsor a luncheon; again, your business is the focus, allowing you active promotion with handouts, give-aways, and time at the podium.
- **Join a committee** Ambassadors Special Events Watch for upcoming committees based on the results of our recent survey.
- **Sponsor Special Events** Two Demolition Derbies, Helzapoppin' PRCA Rodeo promote our community and provide your business with high visibility exposure. (See our new Partnership Program online)

(Continued on page 3)

September 2010

If you don't accept responsibility for your own actions, then you are forever chained to a position of defense.

Holly Lisle,
Fire in the Mist, 1992

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623-386-2727

Buckeye Valley Chamber of Commerce

www.buckeyevalleychamber.org

Ribbon Cutting...



Julie Sullivan's Dominion Real Estate Partners
Ribbon Cutting at **10:30 am on September 3rd**
208 N. 4th Street, Buckeye

Tree Planting and Ribbon Cutting at **6:00 pm September 3rd**.
Roman Comer's home for the new memorial room honoring his late son, Steve Comer.
19232 W. Earll Dr Buckeye, AZ 85396
(I-10 to Jackrabbit Trail then north to Earll Dr.)

Lower Buckeye Road At Miller



Golf Tournament...

Our THANKS to Sponsors CORE Construction and Orcutt/Winslow,
and congratulations to

Mike Turner and Napa Auto Parts, the tournament winner!



CORE was well represented!



CORE Construction Golf Teams



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Candidate Reception...West Valley Chamber Alliance

Candidate Reception

Wednesday, September 22

6 – 8 p.m.

Rio Vista Recreation Center

Lake View Room-West

8866-A W. Thunderbird

Peoria, AZ 85381

Just west of the Loop 101, exit Thunderbird and turn right (north) on Rio Vista Blvd, appx. one mile down. It's the first light, past the Loop 101

For further information;

Peoria Chamber of Commerce

623-979-3601

The following are a few of the candidates who *may* be present;

US Senate - Glassman, McCain

Gov - Brewer, Goddard

Sec of St - Bennett, Deschene

Atty Gen - Horne, Rotellini

Treasurer - Ducey

Sup Publ Instr - Huppenthal, Kotterman

Corp Comm - Bradley, Burns, Garcia, Pierce

LD 4 Senate - Bundgaard

LD 4 House - Burges, Harper

LD 9 House - Gray, Lesko

LD 10 House - Weiers, Yee

LD 12 Senate - Nelson

LD 13 House - Miranda, Tovar

LD 15 House - Alston, Hobbs

LD 16 Senate - Landrum

LD 16 House - Gallego, Miranda

LD 23 House - Bustamante, McGuire

LD 25 House - Fleming, Ortega

Maximize your Chamber Membership Cont...

- **Visit the Chamber Office** for a firsthand look at the workings of a Chamber. Hang out and meet the ever changing flow of people who visit the Chamber office and maybe even lend a hand with the phones and visitors! **From mid-September to late May, the Buckeye Valley Chamber of Commerce office is "hopping" with drop ins visits from a cross section of business owners and Town people to out of state, out of country visitors passing through Arizona. Meet the newest members of our community as they come in for information on Buckeye and promote our Town to those looking for relocation information. The number of people who pass through our office and call on the phone will truly astound you!**



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NEW MEMBERS...

19 Systems

Greg McIntyre is the owner of 19 Systems, a small computer company that excels at making your PC run smoother and faster ... even if it's an older system. They can work on office or home machines and will come to you.

There are two kinds of computer users, those who have lost data and those who will lose data. Don't jeopardize your office data or personal information and cherished photos with a vulnerable system.

Since 1990, 19 Systems have been working on and maintaining systems, networks, and most any other computer related gadgets. From a single system at your home to multiple work stations in an office environment, their mission is to find the solution in the least amount of time to get you back up and running. Clients sing their praises and they guarantee that you will too.

Greg McIntyre
15381 W. Roanoke Ave
Goodyear, AZ 85395
623-399-6444
www.19systems.net

Titan Alarm

Titan Alarm is Arizona's leading home security company. They are on a mission to provide the best home security services in the nation. Your life is exceptional and your home security company should be too.

Titan installs personalized home security products from GE security, Honeywell Security and alarm.com. These State-of-the-art systems are designed to provide 24-Hour protection with live, real-time monitoring. You can rest assured that the friendly staff at Titan alarm is committed to your safety and security everyday!

Paul Brooke
3240 E. Union Hills Dr.
#125
Phoenix, AZ 85050
623-703-4750
www.titanalarm.net

US Bank

U.S. Bancorp (NYSE: USB), with \$283 billion in assets, is the parent company of U.S. Bank, the 5th largest commercial bank in the United States. The company operates 3,002 banking offices and 5,309 ATMs, and provides a comprehensive line of banking, brokerage, insurance, investment, mortgage, trust and payment services products to consumers, businesses and institutions.

Sandra Stith
1300 Watson Rd
Buckeye, AZ 85326
602-405-2487
(Inside Fry's)
www.usbank.com

U.S. Bank can take every part of your business to new heights. From business lending to payment services. From equipment financing to commercial real estate. And, even the personal banking needs of every employee. U.S. Bank can do it with a level of service no other bank can match.



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NEW MEMBERS...

Caballero' Landscape

Juan Caballero
414 S. 4th Street
Buckeye, AZ 85326
623-332-3840
Landscaping

Residence Inn by Marriott

Jim Young
2020 N. Litchfield Rd
Goodyear, AZ 85395
623-866-1313
Hotel/Motel

Titan Alarm

Paul Brooke
3240 E. Union Hills Dr. #125
623-703-4750
Security Equipment

US Bank

Sandra Stith
1300 Watson Rd.
Buckeye, AZ 85326
602-405-2487
Banking

RENEWALS...

Adelante Healthcare

623-386-4814

Arlington Elementary School

623-386-2031x223

Banner Estrella Medical Center

623-327-5002

Don Bennett & Associates, Inc.

623-932-2000

Duck's Septic Pumping

623-386-4112

Eagle Mountain Boarding Stables

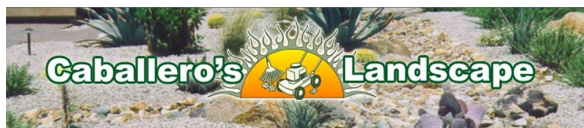
623-386-2316

Leaf Verde RV Park & Resort

623-386-3132

West Valley Arts Council

623-935-6384



Juan Caballero
414 S. 4th Street
Buckeye, AZ 85326
623-332-3840

At Caballero's our goal is to provide top quality service at the best prices. Our staff consists of courteous professionals who are well trained, knowing the latest landscaping techniques in the field.

Our services include far more than landscaping. We can help you with your concrete, masonry and watering system needs and we even offer a painting service. Not only do we do new installations, we also offer maintenance and repair to keep your home looking great.

Visit our website for a full overview
of our services!

www.caballerolandscape.com





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October Quarterly Luncheon...

**To
Be
Announced**

September Mixer—None Scheduled...

**Please call the office if YOU would like to
host the OCTOBER Mixer!
This is the opportunity to showcase your business
in a casual, social atmosphere that
really promotes networking!**

Buckeye Business Connection...

**Every Tuesday Morning at 7:15 am
At the Chamber Office
508 E. Monroe Ave.
Buckeye, AZ**

Continental Breakfast! Timely Speakers! Great Networking!



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2010-2011 Board of Directors..

Chairman of the Board

Dorothy Lockard, *Farm Bureau Insurance*

Chairman Elect

Bill Retsinas, *M & I Bank*

Treasurer

Kathryn Tracy, *Kathryn S. Tracy Accountant*

Past Chairman

Todd Hornback, *Verrado Assembly*

Directors:

Bob Ellis, *Mesquite Power*

Ron Fleming, *Global Water Resources*

Kevin Johnson, *RE/MAX Assured*

Mike Nalker, *WalMart*

Nate Schaus, *Summit Community Church*

Al Steen, *BESD Superintendent*

Chip Wodrich, *Farm Bureau Financial*

Legal Counsel

Paul J. Faith, Esq.

Faith, Ledyard, Nickel & Shelsky, PLC

Chamber Staff & Committee Chairpersons

Ambassador Chairman

Brandon Mello, *M & I Bank*

Buckeye Business Connection Chairman

Darlene Terry, *Powers-Leavitt*

Helzapoppin' PRCA Rodeo Chairman

Tim Grandy, *NRCD*

Staff

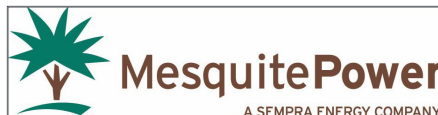
Deanna Kupcik, *President*
Chief Executive Officer
deanna@buckeyevalleychamber.org

Jan Hessel, *Administrative Assistant*
Special Events Coordinator
jan@buckeyevalleychamber.org

Chamber Office

508 E. Monroe Ave
Buckeye, AZ 85326
623-386-2727 Phone
623-386-7527 Fax

**As always, we extend our Appreciation to the following
Corporate Sponsors**





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ACE Summit Agreed on Priorities....

ACE (Arizona Chamber Executives) Legislative Summit last week arrived at the following top priorities for the upcoming session in order of votes (the last two were tied):

Advance tax policies that encourage job creation, attract capital investment, and facilitate Arizona's ability to attract and retain businesses in diverse industries.

Oppose efforts to balance the state's general fund by sweeping dedicated funds that were collected from specific taxpayers for targeted purposes.

Continuously improve education at all levels so that students have the necessary skills for success in the global economy.

Support reform of the current litigation system including tort reform and greater use of alternative dispute resolution to reduce costs to business.

Support a federal solution to immigration.

New Member, Residence Inn by Marriott

The Residence Inn by Marriott in Goodyear sits on the Palm Valley Golf Course in the heart of Phoenix's West Valley. Just off I-10, we are centrally located to many West Phoenix cities such as Avondale, Buckeye, Tonopah (home of Palo Verde Power Plant), Tolleson, Litchfield Park, Luke Air Force Base, Glendale and Sun City. Nearby attractions include Jobing.com Arena, University of Phoenix Stadium, Goodyear Ballpark, Surprise Sports Complex, Phoenix Int'l Raceway, Verrado, Estrella Mountain Ranch, World Wildlife Zoo, Friendship Park, Goodyear YMCA and Cricket Pavilion. Many suites offer golf course views, fireplaces and jetted bathtubs. Enjoy basketball, tennis or volleyball on our revolutionary Sport Court. Cool off in the sparkling swimming pool or relax in the warm therapeutic spa. The fitness center offers cardiovascular equipment and a plasma screen TV. Complimentary hot breakfast buffet served daily and dinner Mon - Thurs. Convenient to shopping, dining, outdoor activities and movie theaters.

Jim Young
2020 N. Litchfield Rd
Goodyear, AZ 95395
623-886-1313
www.marriott.com/phxgy



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5 Easy Ways to Kick Start Your Business Planning...

Tim Berry—Entrepreneur Magazine

Have you been putting off the business planning? You know who you are. Do you mean to start managing better, but keep getting distracted by fires to put out? Here are five quick and easy ways to start planning today.

1. Do a SWOT Analysis. SWOT stands for strengths, weaknesses, opportunities, and threats. It's a great way to break out of that planning inertia. It's especially good when there's a team involved. Take an hour or two and jot down bullet points under each of these four categories. Don't spend all day, much less all week. A couple of hours should work fine. Don't argue about what goes where. Don't criticize contributions. It's brainstorming. Just jot down the points and record them. Strategy follows. You can't help it. You do a SWOT, and strategy follows. And now you're planning.

2. Compare plans to actual sales. Think through what turned out differently and what didn't, and why. Soon, you'll be thinking about your marketing strategy, target markets, marketing messages, customers, channels, [packaging](#), delivery, complaints and competitors. I'm amazed at how much of business, and the business planning process, pivots around the difference between planned and actual sales. And now you're planning.

3. Talk to 10 well-chosen people. Funny how much time goes by for most business owners without really talking even to your customers, much less to a few people who aren't your customers but could be. I was shocked the first time I did it. I felt like I talked to customers often, but that's nothing to what you get when you dedicate time and have a real conversation. First make a good list. Don't cheat yourself and talk only to the people you always talk to anyway.

Stretch yourself further and find some people you don't know, so you get a fresh look. Ask them for their time, not as a survey taker but as the owner or manager of the business. A lot of people will turn you down (I probably would), but if the conversation is framed right, you'll find some people interested. Start the conversation with interesting questions. The first couple of questions are critical to the success of the talk. Grab their interest. Wake their curiosity. And now you're planning.

4. Imagine a customer story That's right: I say "imagine," not find or tell a customer story. This isn't a testimonial for use by marketing. Imagine your ideal customer. Give her a gender, occupation, family (or not), children (or not), route to [work](#), favorite magazines, television shows, hobbies, websites, music, and movies. If she owns a car, what make, what model. Imagine favorite vacations. Now imagine how she finds your business. What does he like about you, and what does she dislike? What prompts him to look for you. Where does she look? What does he tell other people about your [business](#)? How do you want to be described by your customers to their friends? What do you want to make them set you apart, in their minds? Think about that, imagine that, and now you're planning.

5. Visualize a better future. Where your business might be three years from now if things go really well. What will your office or [store](#) or plant look like three years from now? What will you be selling? How different is it from what you're selling today? Who will you be selling too? How different will that be from who you sell to today? Some would call this dreaming. But dreaming ahead, dreaming the future, is a vital part of [business planning](#). Dream it, then focus, set the steps to make it happen. Then track and follow up, and manage. And now you're planning.

Watch this space for the results of our online survey!

Thank you to everyone who submitted our online survey. Lots of great input and some very concrete suggestions were sent to us. The Board retreat is September 8th and the final survey results will be factored in for the coming year!



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Biz2Biz August 27, 2010...Chamber Participants



Titan Alarm



Faith, Ledyard, Nickel & Shelsky



Farm Bureau Insurance Services



Yates Automotive



Store More! Self Storage



Hospice of the Valley



WestMarc



SecureCare Dental



AAA Arizona



Corporate Interior Systems



NextCare Urgent Care



FastSigns on Bell Rd.



AZSBDC

SATURDAY, SEPTEMBER 18, 2010 * 1PM - 5PM

Sangrias & Shopping

cocktails & special guests...

100% OF DOOR & RAFFLE
PROCEEDS GO TO
LOCAL SCHOLARSHIPS

FOOD
& FUN

\$20

entry per person

Location:
"Buckeye Elks Lodge"
109 N. 5th Street
Buckeye, AZ

LIVE
DEMOS
EVERY
HOUR

Raffles EVERY
15 Minutes

INCLUDING...

31 GIFTS
ARBONNE INT'L
AVON
BASKETS WITH FLAIR
BITS & PIECES
CEROC
COOKIE LEE
GOLD CANYON CANDLES
LIA SOPHIA
MARY KAY
PAMPERED CHEF
RELIVE
SENTRY CANDLES
UPPER CASE LIVING
WISTERIA FACIALS & MASSAGES
PLUS SO MUCH MORE.....



For more information, contact Jan:
623/386-2727
jan@buckeyevalleychamber.org

Arizona Early Day Gas Engine and Tractor Association AND The Town of Buckeye Presents:



Third Annual

HERITAGE DAYS 2010

Sat Oct. 23rd & Sun Oct. 24th

Heritage Park ~ 809 North First Street,
Buckeye, Arizona



Featuring:

- ENGINE DISPLAYS
- TRACTOR PULLS
- GARDEN TRACTOR PULLS
- TRACTOR PARADE
- HUMAN PULL



Featuring:

- SILENT AUCTION
- TRACTOR RIDE (Friday, Oct. 22nd)
- ARTS & CRAFTS
- FOOD VENDORS
- FARM IMPLEMENTS

Cost to enter: \$5.00 — KIDS (12 AND UNDER FREE WITH A PAID ADULT)

Saturday 9am to 4pm / Sunday 9am to 2pm

For more information call Show Chair—Rex Condie 602-689-8620 or

Bill Kuznia @ 623-877-9051

or

Sam McConnell 623-878-7895



The logo is centered on a white golf ball. It features a central Maltese cross with a fire helmet in the center. The words "UNITED BUCKEYE" are arched above the cross, "FIREFIGHTERS" is written horizontally across the middle, and "LOCAL 4311" is written horizontally below the cross. The background is dark green with white and light green decorative swirls and grass blades. Two yellow golf flags are positioned on either side of the ball.

UNITED BUCKEYE
FIREFIGHTERS
LOCAL 4311

10th Annual

United Buckeye Firefighters
Benefit Golf Tournament

October 23, 2010

Registration Deadline
October 16, 2010



Registration Deadline
October 16, 2010

All proceeds donated to United Buckeye Firefighter Relief Fund

When: Saturday, October 23, 2010

Where: Sundance Golf Club

900 South Sundance Parkway
Buckeye, AZ 85326
(Yuma and Rainbow Road)



Don't forget your CASH!
Raffle tickets and Mulligans sold
at the Registration
Table!

Time: 7am: Registration / Check-in

8am: Shot-Gun Start (4-player Scramble)

Cost: \$65.00 per player

(Includes green fee, golf cart, lunch, gift bag and t-shirt)

Sponsorships / Registration

- _____ Foursome ONLY (\$ 260) Complete Roster
- _____ Bronze Sponsor and Foursome (\$ 360) Complete Roster, Attach Business Card
- _____ Bronze Sponsor ONLY (\$ 100) Attach Business Card
- _____ Silver Sponsor (\$ 500) Complete Roster, Attach Business Card
Includes Foursome, Hole Sponsor and Advertising at Lunch Program
- _____ Gold Sponsor (\$ 1000) Complete Roster, Attach Business Card
Includes Foursome, Hole Sponsor, Advertising at Lunch Program, Banner Display
- _____ Qty. Mulligan Package (\$ 20) Includes Mulligan String, \$ 20 Gift Card to PGA Superstore and 2 Raffle Tickets

Player #1: _____ Shirt Size: _____ Lunch: _____
 Player #2: _____ Shirt Size: _____ Lunch: _____
 Player #3: _____ Shirt Size: _____ Lunch: _____
 Player #4: _____ Shirt Size: _____ Lunch: _____

Team Captain Information

Name: _____
 Phone #: _____

THANK YOU FOR YOUR SUPPORT!

Return COMPLETED Registration Forms:
 Buckeye Fire Department
 c/o Scott Smith
 15825 North Hidden Valley Lane | Peoria, AZ 85382
 P: 623-349-6701 | C: 623-810-9589
 E-Mail: SSmith@BuckeyeAZ.gov

- H - Hamburger
- D - Hot Dog
- C - Chicken

Make checks payable to United Buckeye Firefighter Relief Fund





Capt. Justin 'JD' Dotson

Support Fundraiser

Saturday September 4th

9am to 5pm

United West Valley Firefighters L4371

In Co-Operation With United Mesa Firefighters L2260

CLASSIC CAR SPA at Two Valley Locations:

WEST VALLEY

EAST VALLEY

14031 W. Indian School Rd

5245 E. Southern Ave

Litchfield Park, AZ

Mesa, AZ

\$2 of Every Car Wash Goes to Help Capt. Dotson and His Family

Donations will also be accepted on site

For more information contact: United West Valley Firefighters L4371 (602) 456-2516



Background Story:

Justin (JD) Dotson is a **Buckeye Valley Fire District Captain/ Paramedic** and member of **The United West Valley Firefighters, Local 4371** that was involved in a motorcycle accident Tuesday 8/10/2010 around 8pm. He was heading west bound on Germann rd, towards Higley rd. When a vehicle heading south bound on Higley attempted to U-Turn on a red light to head back north. It is speculated that in his attempt to avoid the vehicle Justin lost control of his motorcycle and hit the vehicle with his body. Unfortunately he was not wearing a helmet at the time which was very out of the ordinary for him.

Justin's injuries were so severe he was air lifted to Scottsdale Osborn Trauma Center. After evaluation by the doctors we were informed his injuries were: a fractured skull on his right side with internal bleeding, broken right collar bone, broken right shoulder blade, fractured ribs, and road rash. Emergency surgery was needed to correct the skull fracture, control the bleeding, and to relieve pressure in his skull. The surgery was successful but he has been in critical condition in the ICU since then.

His wife and children thank all of you for your amazing support and please keep him in your prayers. He has a very long road to recovery ahead of him but knowing Justin, he will exceed everyone's expectations.

You can donate to the Justin Dotson family at any **CHASE** bank branch; all you need is this account number -**CHASE Bank, Acct #902382522** and if you wish to transfer from another bank you will need the **routing # 122100024**

If you have any questions please contact Cliff Turner, VP of the *United West Valley Firefighters* at (602)538-3047.