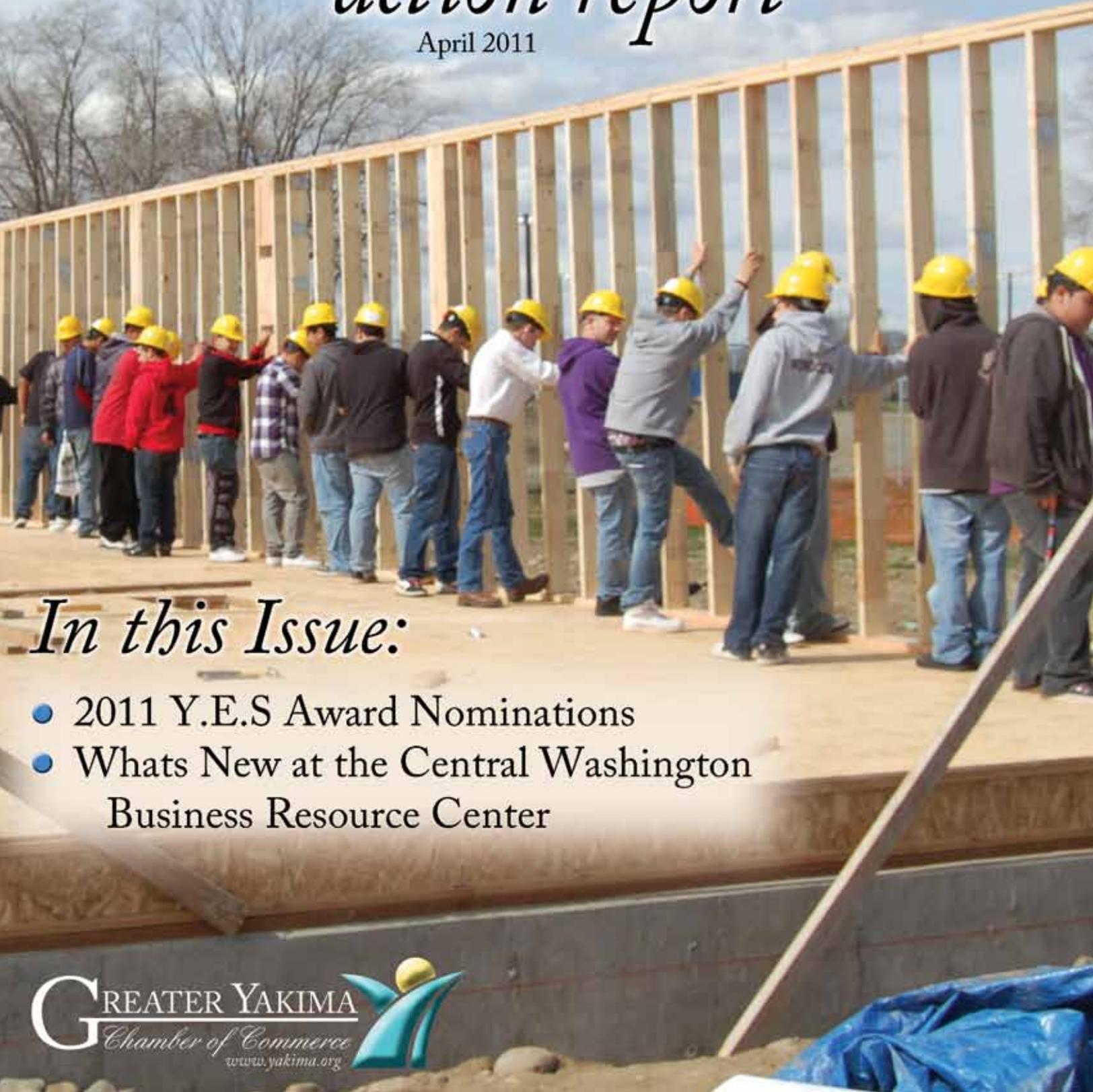


AR

action report
April 2011



In this Issue:

- 2011 Y.E.S Award Nominations
- Whats New at the Central Washington Business Resource Center





**Career Preview
Events
2011**



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Executive Committee Members:

- Chair:** Verlynn K. Best, *Fairfield Inn and Suites by Marriott*
1st Vice Chair: Roy Bauerle, *Granite Construction Inc.*
2nd Vice Chair: K.L. Wombacher, *Yakima Bears Baseball Club*
Treasurer: Mike Broadhead, *Central Valley Bank*
Immediate Past Chair: Trent Marquis, *Creekside Business Park*
Chair Appointee: Mike Dooley, *Wilbert Precast, Inc.*
Chair Appointee: Jeff Louman, *Huibregtse, Louman Associates, Inc*
Legal Counsel: Don Boyd, Carlson, Boyd & Bailey PLLC

Board of Directors:

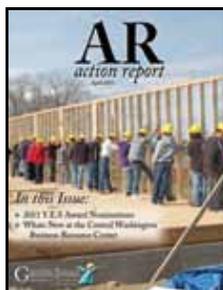
- Rich Austin, *Yakima Valley Visitor and Convention Bureau*
 Chris Brown, *Wray's Food & Drug*
 Mike Bastinelli, *Rusillo's Pizza & Gellato*
 Craig Dwight, *Yakima Valley Technical Skills Center*
 Lonnie Eaton, *KCYU TV-Fox 41*
 John Gehlsen, *Yakima Steel*
 Lanette Headley, *Re/Max Traditions*
 Alex Hodge, *Terril, Lewis & Wilke*
 Larry Hull, *Megalodon Property Management*
 Ron King, *New Northwest Broadcasters*
 Leo Lee, *Sousley Sound*
 Joe Mann, *Ron's Coin and Book*
 Jennifer Rodeen, *Joel's Tire*
 Clark Satre, *Pacific Power*
 Charlene Upton, *Yakima County Medical Society*
 Mina Worthington, *Yakima Valley Credit Union*

Administrative Team members:

- Dan Schenkein, *President & CEO*
 Scott Filkins, *Vice President of Membership Development*
 Kimberly Gunvaldson, *Director of Business Education Partnership*
 Lorri Bisconer, *Business Education Partnership*
 Lou Ann Matches, *Accountant*
 Thane Phelan, *Communications & Special Events Director*
 Carolyn Gray, *Account Executive*
 Sonia Rodriguez, *Receptionist*

Ex-Officio Members:

- Micah Cawley, *Mayor of Yakima*
 Rand Elliott, *Yakima County Commissioner*
 Jim Lemon, *Mayor of Union Gap*
 Linda Johnson, *SBDC*
 LTC Michael J. Daniels, *Post Commander- Yakima Training Center*
 Nestor Hernandez, *Hispanic Chamber of Commerce*
 Luz Guitierrez, *Hispanic chamber of Commerce*
 John Cooper, *Yakima Valley Visitors and Convention Bureau*
 Christine Cote, *Perry Technical Institute*
 Greg Stewart, *State Fair Park- Sundome- CWF*
 Carl Rimmel, *Yakima Air Terminal*
 Doug Picatti, *Picatti Brothers*
 David McFadden, *New Vision*



On the cover:
Career Expo 2011
 Thank you to all that participated in this years event.
 Cover designed by: *amyographics.com*

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General Membership Luncheon



Date, location and Topic
to be announced on April 7th

\$15 Chamber Members
\$30 Non-Members

Seating is Limited ~ Reservations are Recommended!

**Reservations not cancelled 3 business days prior to the event will be billed.*

Call: (509) 248-2021, Ext. 100
Register Online at: www.yakima.org

Facebook!

Your Chamber of Commerce has started their own Facebook page, please find us at Greater Yakima Chamber of Commerce and be sure to press the "LIKE" button

Also please let us know if your business has a Facebook page as well, so that we can in return "like" your page. These mutual steps will allow us to post to each others pages to promote just about anything you want from upcoming events, updates to your business, new staff, new products, the possibilities are almost endless!

Facebook is a key component to a successful business strategy, with more than 500 million world-wide users and right here in Yakima over 50,000+ active users you can reach a wide audience for nothing but the time invested in starting up and a few minutes a day to maintain your page! Please remember, you should have a business page not a personal page if you are a business. Businesses want likers not friends! Help us to jump on this sensational social media venue and help drive attention to your company! ■

March 22, 2011

General Membership Luncheon Photo Montage



Verlynn K. Best
*Chair of the
Board Of Directors*



Who's leading the Charge..... the City, the County, the Citizens?

I get asked this question all the time and to tell you the truth I do not know. When I look around it appears that Yakima cannot catch a break. Cities around us seems to be prospering and appear to get it. So what is it they are getting?

If I get a permit to stand on a street corner of a major intersection in Yakima, with signs stating: "YAKIMA IS OPEN for BUSINESS"!Would you join me? And let's take in what the response says about what we are saying. Is it crime, poverty, and just plain poor self esteem holding us back? Is it the lack of leadership and the ability to make decisions? Is it fear of failure, investment, or attitude? Could it be past mistakes, politics, or the lack of good information? How about we just admit it's all the above and get busy making changes that will make people want to do business with us. You have to give a little to get a little.....and it cannot be about personal agendas, bad histories, or poor policies.

It has to be about the people and communities we are suppose to be serving. We need to be saying yes to new development, we need

to think outside the box, come on let's get free of all of the what if's and get down to business. A new stadium, water park, tourist attractions, how about our very own Silverwoods! We need a Boeing, Microsoft, a Goggle and we need more shopping! This will start a revenue stream that will support law enforcement, our fire departments, and the futures of our children.

I also believe we do need to take a long hard look at our leadership and be brave enough to question them, change them, and build the next generation to lead. It's time to play ballno pun intended but where are we with the Stadium? If we drag this out it will be game over...you are out.... strike three! I think we need to take chances...if we have become so conservative, cautious, or callous in our decision making, we will lose the big game of business in Yakima! ■

So how about we all join a team.....our names will be Prosperity, Hope, Aspiration, Dream, Vision, Victory, and Success!

Blessed Wishes!
Verlynn K. Best, GYCC Chair

New Member Reception

Calling all new, recently new, or current Chamber of Commerce Members!

You are cordially invited to a FREE reception!

-Chamber office, 10 N. 9th Street,

-Tuesday May 3rd

-4 p.m. – 5:30 p.m.

-RSVP to Scott Filkins at scott@yakima.org

You will be able to meet the Chamber staff, Board members, our Ambassadors committee and representatives from our sponsor CBS Outdoor! Learn more about the Chamber and what we do, or if you have any burning questions about anything relating to your Membership.

More importantly you will be able to meet with other new Members and start to build those key business relationships! There will be snacks and beverages provided, giveaways, and a prize for one lucky participant! It doesn't matter if you have been a Member for 1 month or 100 years, please come on down and connect with other business owners! Be sure to bring plenty of business cards and be ready to brag about your business!

Annual 2011 Y.E.S. AWARD Nomination



The Greater Yakima Chamber of Commerce is recognizing local businesses who have renovated, remodeled or built a new facility thereby enhancing the image of Yakima's business community. Every year the Chamber recognizes a large corporate facility, a small locally owned facility and a non-profit organization facility for the best renovation or new construction by presenting them with a Yakima's Extra Special (Y.E.S.) Award.

I would like to nominate the following businesses for the Annual 2011 Y.E.S. Awards:

Large Business Category:

Please Select One: Renovation or New Construction

Date Project Completed: _____

Small Business Category:

Please Select One: Renovation or New Construction

Date Project Completed: _____

Non-Profit Category:

Please Select One: Renovation or New Construction

Date Project Completed: _____

For eligibility, the new construction or remodel project has to be completed during the period of July 1, 2010 to December 31, 2010. Nominations will be accepted until Tuesday, April 12, 2011. Chamber membership is not a requirement for the award. The awards will be given out at the May 9, 2011 Chamber General Membership Lunch.

Take a moment to complete the information and send it to the Chamber. Nominate yourself or the business down the street.

Remember, nominations can only be accepted until April 12, for the Annual 2011 Y.E.S. Awards.

The Award is given based on the following criteria:

- Projects completed during the period of June 1, 2010 - December 31, 2010 are eligible for this award.
- A building is eligible for the award upon completion of the new construction or remodel project.
- Buildings will be selected based on their significant visual enhancement to the business community and the improvement it makes to the area.
- Selections will be determined by the outstanding showmanship in the appropriate category.
- The committee will weigh the type of remodel completed to the size of the business.
- Consideration and priority will always be given to the local business that has shown staying power and expansion exhibited by the remodel or new construction. This is an example of local money being reinvested into our community.

Contact Info:

(509) 248-2021

dan@yakima.org

Send Nominations to the Chamber office at:
P.O. Box 1490, Yakima, WA 98907-1490
or Fax (509) 248-0601



Dan Schenkein
President/ CEO



REGIONAL BUSINESS CENTER

As most of you may know, the “chamber building” is actually named the Central Washington Business Resource Center. The agencies and people at 10 North 9th Street truly provide excellent resources for businesses throughout the region.

Within our walls are a number of excellent organizations that are dedicated to assisting our members and others in our community: New Vision; WSU's Small Business Development Center; SBA's SCORE program; Concerned Citizens for a Safe Yakima Valley Community (CSC); The Business Education Alliance (BEA); The Central Washington Hispanic Chamber of Commerce; The Yakima Chamber Foundation; and of course The Greater Yakima Chamber of Commerce.

Over the past few months, a number of “new faces” have

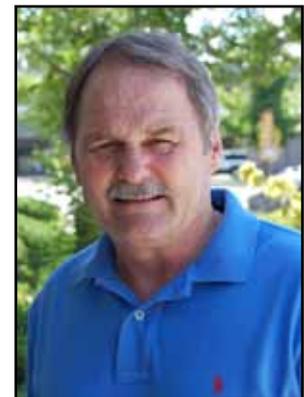
begun working in our building. Elsewhere in this publication you will find a brief profile of each of these dedicated business professionals. They're here to serve our regional business community. If you would like to know more about the efforts of these organizations, please feel free to contact us or stop by today.

Joint Military Committee Formed

Speaking of service, your Greater Yakima Chamber, in cooperation with the folks at the Selah Chamber of Commerce has formed a Joint Military Committee. The purpose of this committee is multi-dimensional; primarily in support of the men and women serving in the military, helping to find ways for the business community to support the mission and facilities in our region for the Active Duty, National Guard and Reserve. If you'd like to get involved with this committee, give me a call today. ■

Bauerle selected to Chair Chamber Board in 2011 – 2012

Roy Bauerle, HR Manager for Granite Construction Inc., has been selected to serve as Chairman of the board for the Greater Yakima Chamber of Commerce beginning on July 1st. Bauerle, a graduate of Leadership Yakima, and a member of the chamber's board of directors since 2009, agreed to serve as the current chamber board chair-elect, when Yakima Bear's General Manager, KL Wombacher, asked the board to grant him a one-year extension to concentrate on the Bears Baseball retention efforts.



— *What's new at the Central Washington Business Resource Center* —

— Business Education Partnership —



Lorri Bisconer serves as the Greater Yakima Chamber of Commerce's Placement Coordinator for Business Education Partnership. She recently joined the Chamber after retraining and upgrading her computer and office skills in the Goodwill Senior Program over the past 3 years. A former bus driver of over 28 years in the Battle Ground WA school district and avid equestrian since the age of 5, Lorri has volunteered for more than 20 years with Gifford Pinchot National Forest coordinating the design and building of the Kalama Horse Camp and trails on the Mount St. Helens National Volcanic Monument. Lorri also recently celebrated her 25th wedding anniversary to her husband Bob, who she describes as "wonderful" and says "I love what I do with the Greater Yakima Chamber of Commerce's BEP program".



Richard "Mack" McConnell better known as "Mack" at the Greater Yakima Chamber of Commerce, has been assisting in placing student with the Chamber's Business Education Partnership since December.

Mack, a former music teacher in Ohio, graduated from Notre Dame in 1951 with a bachelor in music education and soon after received his Masters in the same field. Residing in Yakima since 1979, Mack first came to work at Saint Elizabeth's Hospital as their Personnel Director. Mack will be celebrating his 60th wedding anniversary to Rose, on June 30th.

— CSC & AmeriCorps Vista —



Doug Lyons is an AmeriCorps VISTA (Volunteer In Service To America) working with Citizens For Safe Communities at-risk youth programs. He is originally from Chicago, Illinois and is excited about living and working for the Yakima Valley community.



David Rolfe married to wife Lucy, has lived in Washington his entire life, and has lived in Central Washington for nine years. He attended Central Washington University and has a BS in Recreation Management and a Minor in Music. His professional background has predominantly focused on the field of Youth Recreation and Programs. David comes to the CSC from the Boy Scouts of America where he served the Yakima and Kittitas Valleys. He has also worked in Parks and Recreation Departments with the City of Yakima and the City of Longview. He is very excited to be joining the CSC and looks forward to making a positive impact on Yakima Valley Communities.

— New Vision —



Beverly Samuelson started her career with New Vision October, 2010. She is responsible for all accounting, bookkeeping, and payroll duties, in addition to annual accounting audits. Ms. Samuelson also manages customer service and office operations, event planning, and board communications. A Yakima native and West Valley graduate, Beverly returns to her Yakima roots with many years experience in office management duties, which include bookkeeping, payroll and human resource, public relations and extensive administrative support experience. One of the highlights of Ms. Samuelson's career includes several years of teaching preschoolers creative activities designed to enhance their musical and physical talents while ensuring they were well prepared for their elementary years.

— SCORE —



DJ Henn joined SCORE as a counselor in January, 2011. DJ, his wife Amy, and their four children returned to Yakima in 2003 after graduating from Gonzaga University. DJ recently started Acrucis Business Consulting, LLC which provides coaching, training, mediation, and general business consulting to business owners and

managers. He enjoys working with people, helping them to overcome their obstacles and to achieve their goals. He is excited to join SCORE and is looking forward to helping small businesses in the Yakima Valley.

— Yakima Chamber of Commerce —



Thane Phelan is known as the radio, music & marketing guy in the Yakima Valley and that is what he has been doing for the past 25 years. Joining the Greater Yakima Chamber of Commerce staff as Communications and Special

Events Director, Thane will concentrate on expanding the use of new media for the Chamber. Thane came to the Valley in 1986 to run a radio station in Toppenish and soon after opened a business, a music store that operated in the Nob Hill Plaza for 10 years. During that time he also served as the executive producer of a series of CD's that highlighted the Yakima music scene. As a broadcast professional you may have heard Thane over the past 10 years on many radio stations in the valley including; KXDD, Hot 99.7, KRSE, and 92.9 The Bull, where he also served as Program Director, Production Manager, and Online Website / Loyalty Club Administrator.



Carolyn Gray is the new Account Executive for the Greater Yakima Chamber of Commerce. Carolyn was born in Tacoma and grew up in Zillah. She lived in Seattle for a few years, before moving back to Yakima where she worked as a Travel Agent for many years, which included managing AAA Travel. During this time, she was able to travel all over the world, and still does today at every opportunity. She, also, worked as a supervisor at the Yakima Athletic Club for over 12 years. Carolyn was the Group Sales Manager for 2 major hotels before accepting the position here. She belongs to Operation Thank You, rescues animals and is a big believer in recycling to help make the earth a better place to live. Carolyn has been an Ambassador for the Chamber of Commerce for over 4 years and is very excited to be a part of the staff!

Welcome New Businesses

to the Yakima Chamber of
Commerce!

Leslie Engineering
1302 S. 26th Avenue
matt@leslie-engr.com or www.leslie-engr.com
Matt Leslie – Owner
Engineering Consultants

Tamaki Law Office
1340 N. 16th Avenue # C
248-8338 or www.tamakilaw.com
Blaine Tamaki – Owner /
Attorney

In March 2011, Your Chamber:

- Processed over 153 Certificates of Origin for local ag producers and manufactures
- Sent out over 68 Relocation packets
- Processed over 164 phone calls, inquires & requests for information
- Over 15,000 page views @ www.yakima.org

Nominating Committee Report

2011-1012 Board Member Nominations

The Greater Yakima Chamber of Commerce began the process of identifying Chamber leaders for nomination to the 2011-2012 Board of Directors. In compliance with Chamber bylaws governing this process, Chamber Board Chair, Verlynn Best, appointed a Nominating Committee headed by Chamber First Vice-Chair, Roy Bauerle. This Committee met in March to consider members in good standing to fill the seven positions due to become vacant at the end of the current fiscal year (June 30, 2011). Nominees are required to either serve an initial 3-year term, or be re-elected to a 2nd term.

After careful consideration of the needs of the organization, and to meet the provisions of the bylaws which govern nominations of board members, the Nominating Committee hereby submits the following list of individuals as their nominees for service on the board of directors of the Greater Yakima Chamber of Commerce:

NOTICE TO MEMBERS:

Additional nominations may be made by our Members. According to the chamber's bylaws, additional nominations may be made by petition duly signed by six (6) chamber members in good standing, provided that their candidate is a member of the chamber, is willing to serve, and said petition is filed at the Greater Yakima Chamber of Commerce office no later than April 20, 2011.

Formal election of Nominees shall take place in June of 2011 by way of a membership-wide election utilizing a ballot. Newly elected Directors shall be seated in July of 2011.

Nominees for the Greater Yakima Chamber of Commerce Board of Directors

NAME:

BUSINESS:

- | | |
|--------------------|---|
| ● Chris Brown* | Wray's Food and Drug |
| ● Christine Cote | Perry Technical Institute |
| ● Mike Dooley* | Wilbert Precast, Inc. |
| ● John DeVaney | Yakima Valley Growers and Shippers Assoc. |
| ● Adam Dolsen | The Dolsen Companies |
| ● Lynette Headley* | Remax/Traditions |
| ● Ryan Smith | Petersen CPA's and Advisors |

(* currently serving 1st 3-year term on Board of Directors)

Kimberly Gundvaldson
*Director of Business
Education Partnership*



March Career Pre-View Events 2011

BEP along with partners; Yakima Valley Community College & Centers for Excellence, Yakima Valley Tech Prep; Yakima Valley Skills Center, Allied Health; held a three day Career Pre-View Event; March 23rd, 24th and 25th.

Close to a thousand students, presenters and volunteers participated during this three day event. Nearly 50 hands-on workshops were made available to valley students; giving the students up close and personal experiences in career fields of interest. The students' experiences were much richer and more informative than a typical career pre-view placement within these fields could be.

In a controlled environment and absent of privacy issues, our students were able to operate a back-hoe, race robots, partake in an emergency rescue, learn to suture, design a child's book; to name only a few of the opportunities available.

On March 23rd the YV-Tech Skills Center hosted Construction Day. Students from around the valley participated in hands-

on workshops, including but not limited to; cabinetry, masonry, plumbing, operating a back-hoe and crane.

On March 24th the Yakima Valley Community College hosted Engineering, Education, Information Technology, and Health Occupations Day. Some hands-on workshops included; building a robot, designing a webpage, creating a child's reading book, canine CPR, and suturing pigs' feet.

On March 25th the YV-Tech Skill Center hosted Public Safety Day. A few of the hands-on workshops students experienced included; drug and arson dogs, swat/bomb, Fire Marshal, Fish & Game, forensics and ICE.

On all three days lunch was served to all participants; students, supervisors, volunteers and presenters. The events and lunches would have been impossible without generous donations and volunteer hours. BEP and it's partners would like to take a moment to heartily thank those in our community who stepped up and helped make these events possible. ■

Sincere thanks to:

**Perry Technical Institute,
Carpenter's Union, Ron's
Coin & Book**

**Matson Fruit, Zirkle Fruit,
Yakima Valley Credit Union**

**Central Valley Bank, Wray's
Thriftway, Albertson's, Dari-
gold**

**Tree Top, Sysco, Rosauer's,
Pepsi, Safeway, Costco**

Kimberly Gundvaldson
Director Business Education
Partnership
Greater Yakima Chamber of
Commerce
Wk#: 509.248.2021
E-mail: kimberly@yakima.org

Charter Offers Free Calls to Japan Through April 30

St. Louis, MO – Responding to last week's devastation in Japan, Charter Communications, Inc. (NASDAQ: CHTR) will waive all charges for direct dial long-distance calls to Japan from residential and business landline Charter Phone® customers until April 30. More information about Charter can be found at charter.com.

Spa Party - Wellness House Fundraiser

-Receive a brow wax, lash or brow tint, paraffin dip, deluxe foot treatment, mini make-over, massage and more!
-Spa Party will be held at Spa Naturelle
-April 10th, 11:00 a.m. - 3:00 p.m.
-Silent auction and donations accepted with the proceeds benefiting the Wellness House.

Leadership Yakima Class Greens for the Greenway:

Step-aside scramble golf tournament at Apple Tree Golf Course benefiting the "Fund-a-Foot" program for the Yakima Greenway!
-Thursday April 14th
-Registration 12 noon

with a 1 p.m. shotgun start!
-A team of four is only \$300; there are also sponsorship opportunities from \$50 - \$5000 as well as many contests including a hole-in-one competition for a 2011 Mercedes Benz GLK 350, complements of Hahn Motors! -For more information please call Eileen Merrell at 965-3680 or email her at eilennmerrell@hotmail.com

Goodwill – Ready to Work Luncheon

-Tuesday June 14, 2011
-11:30 a.m. – 1p.m.
-Yakima Convention Center
Guests have a unique chance to meet with job seekers who are "Ready to Work". Join keynote speaker, Ed DeJesus, author and educator.
-To purchase tickets or table sponsorships contact Tonya Muri 253-573-6655

Yakima Valley Human Resource Association presents the April 2011 Program

Drug & Alcohol Training for Supervisors
-Presented by Connie Heater - The Healthy Worker
-April 20, 2011
-Morning Session: 8:00 a.m. – 10:00 a.m.

-Afternoon Session:
2:00 p.m. – 4:00 p.m.
-Red Lion Hotel Yakima Center, 607 E. Yakima Avenue, Yakima
-Cost: SHRM member - \$35 Non SHRM member: \$50 each, or \$40 (3-9 registrations) or \$30 (10 or more registrations)
-Visit the YVHRA web site at: www.yvhra.org
THIS TRAINING MEETS THE MANDATORY DEPT OF TRANSPORTATION FEDERAL REQUIREMENT FOR SUPERVISOR TRAINING

Fox's X Factor

-Seattle Open Auditions
-Wednesday, April 20, 2011
-minimum age 12 - no upper age limit
-Key Arena, 306 Harrison Street Seattle, Wa
-www.fox.com/thexfactor

Pay certain overdue taxes without paying penalties and interest

April 18 is the last day that Washington State businesses can apply to take advantage of a unique amnesty program. This limited-time opportunity allows taxpayers to pay certain business taxes without having to pay penalties and interest.

Qualifying taxes include business and occupation tax (B&O), public utility tax, and state and local sales and use tax.

The taxes must have been due before February 1, 2011.

To take advantage of amnesty, complete and submit an application.

The application, along with program requirements and qualifications, can be found at PayMyTax.org.

Businesses accepted in to the amnesty program must pay all taxes due by April 30, 2011. For complete information, go to PayMyTax.org.

11th annual Cookie Beam Invitational Golf Tournament

-Friday May 6th at Suntides golf course
12:30pm shotgun start.
-\$340 for a team of four or \$85 for an individual golfer registration includes: 18 holes of golf, shared golf cart, welcome gift, range balls, sack lunch, tee gifts and a BBQ and awards ceremony after golf! -Please call 575-6681 to register
Your participation in this event helps Wellness House to continue give all their services for FREE!

Leadership Yakima Class All City Childrens Yard Sale

-Saturday April 30th,
8am – 3pm -Upper parking lot of Children's Vil-

lage, 3801 Kern Road.
- spaces for \$25.00 to individuals or groups to conduct their own "mini-sale"

We will also be accepting donations of children's clothing, toys, and accessories to be sold by our Leadership Yakima group. Donated goods will be accepted at the site on Saturday April 16th and 23rd from 9am - 3pm.

All proceeds from the space rentals and regular sale will benefit on-going and future programs at Children's Village.

Unsold inventory from the group sale (individual tables will have this as an option) will be donated to the Union Gospel Mission, Battered Women's shelter, and Children's Wishes and Dreams! For more information please contact Scott Filkins at 248-2021 x-110 or scott@yakima.org.

Employer's Introduction to L & I

-Apr 19, 2011, 9 a.m. to 12 p.m.

This workshop is designed for new businesses or businesses that plan to hire workers for the first time. It explains an employer's rights and responsibilities and provides an overview of the services and resources available at Labor and

Industries.

-Register online or 1-800-574-2829
-Please provide the requested information, including course number when prompted.
5780003

I-90 Wildlife Watch

A citizen-based wildlife monitoring project that invites motorists to

report wildlife sightings along Interstate 90 (I-90) in the Snoqualmie Pass region of Washington. This area is the focus of an extensive effort by the Washington State Department of Transportation to improve high way efficiency and make I-90 safer for people and wildlife.

How do I participate in I-90 Wildlife Watch?
If you're at least 18 years old and you observed (living or dead) wild animals while you were recently traveling I-90 through Snoqualmie Pass,
www.i90wildlifewatch.org



Better Prepare Your Business For Success!

10-Week NxLevelL Entrepreneur Course

Overcome Limitations
Learn it today, use it tomorrow.

Insight
You dream, think about, and plan for your next level of success. Develop a plan that is based in reality and implementable.

Solutions
You want solutions to limiting factors such as cash flow, employees, competition, and daily problems. Gain skills to grow beyond your current level.

Success
Graduates of the NxLevelL Course showed a 200% increase in sales after one year compared to a 6% average growth rate of businesses in Washington State in 2005.

Seminar Overview

1. Introduction, overview, & entrepreneurship
2. Planning & research: Entrepreneurial essentials
3. Organizations matter: management & legal structure
4. Marketing: Analysis, tactics & implementation
5. Financial overview: Records, controls & understanding your financial statements
6. Managing your money: financial planning, budgets & assumptions
7. Managing your money: developing and using cash flow projections
8. Financing your business: alternative sources of money
9. The deal making process: negotiating in the real world
10. Your business future: managing growth and plan completion

Enroll Today!
Call:
Greater Yakima Chamber of Commerce
(509) 248-2021
Registration is limited.
Do you have what it takes to advance your business to the NxLevelL?

About the NxLevelL Course	
Location:	Greater Yakima Chamber of Commerce Central Washington Business Resource Center
Date/Time:	Tuesdays starting April 12, 2011 6-9p.m. Ten week series ends June 14.
Format:	Class Instruction, Guest Speakers, Text & workbook, Group Discussion
Cost:	\$395 for first person from business, \$50 for 2nd person



cpas and advisors | pllc



"Large enough to serve. Small enough to care."



February Renewing Members

Thank you to all of our renewing members for continuing your Greater Yakima Chamber of Commerce membership! Please support these Businesses that Support your Chamber.

Members for 1-4 Years:

DIVCO.....2 Years
Firestone Tire and Automotive3 Years
Holiday Inn Downtown2 Years
Sterling Savings Bank–Home Loan division...3 Years

Members for 5-9 Years:

Airporter Shuttle.....8 Years
C & H Hardware.....8 Years
Fairfield Inn and Suites by Marriott8 Years
Manhasset Specialty Company.....9 Years
Merit Resource Services.....9 Years
Union Gap School District.....5 Years
Yakima Valley Farm Workers Clinic.....9 Years

Members for 10-14 Years:

American Building Maintenance.....14 Years
Central Washington University.....13 years
-Yakima Center-
Holiday Inn Express.....13 Years
Red Lobster.....10 Years
Valley Lock & Key Service.....12 Years
Yakima Ambulatory Surgical Center.....10 Years

Members for 15-19 Years:

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Olive Garden.....18 Years

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Jack-Sons Sports Bar.....21 Years
Wardell Architects, P.S.....21 Years

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Finney, Falk and Naught, PLLP.....31 Years
Stephens Metal Products.....33 Years
Yakima Steel.....33 years

Members for 40 – 49 Years

Howard Johnson Plaza Hotel.....42 Years

Members for 50-69 Years:

US Bank.....51 Years
Washington State Fruit Commission.....63 Years

Members for more than 70 years:

Northwest Farm Credit Services.....77 Years

Do you want to Celebrate?

Attention all Chamber of Commerce Members!
Has there been or will there be any recent change to your business – have you expanded, remodeled, or relocated? Do you know someone whose business has?

We are announcing a brand new FREE resource available from your Chamber of Commerce – it is our new Ribbon Cutting/Ground Breaking guide, it gives you a step-by-step process plus media contacts to help you plan a very successful event!

The best times for a special event like these are a Tuesday – Thursday at noon or 4pm (Of course, we

can certainly work around those times) and you should start to plan about 4 weeks out! Please take a few minutes and let our Ambassador Corps know what's going on! They would love to come out to your business and help you celebrate your success with a Ribbon Cutting or Ground Breaking Ceremony!

Just phone Scott Filkins at 248-2021 x-110 or email him at scott@yakima.org for more information or to schedule an event!





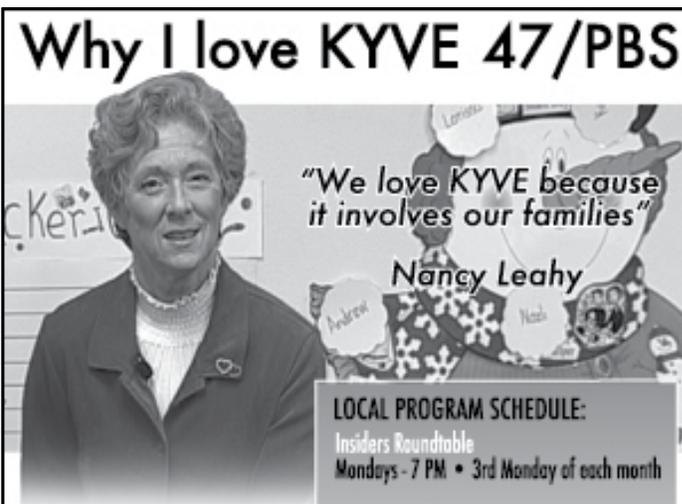
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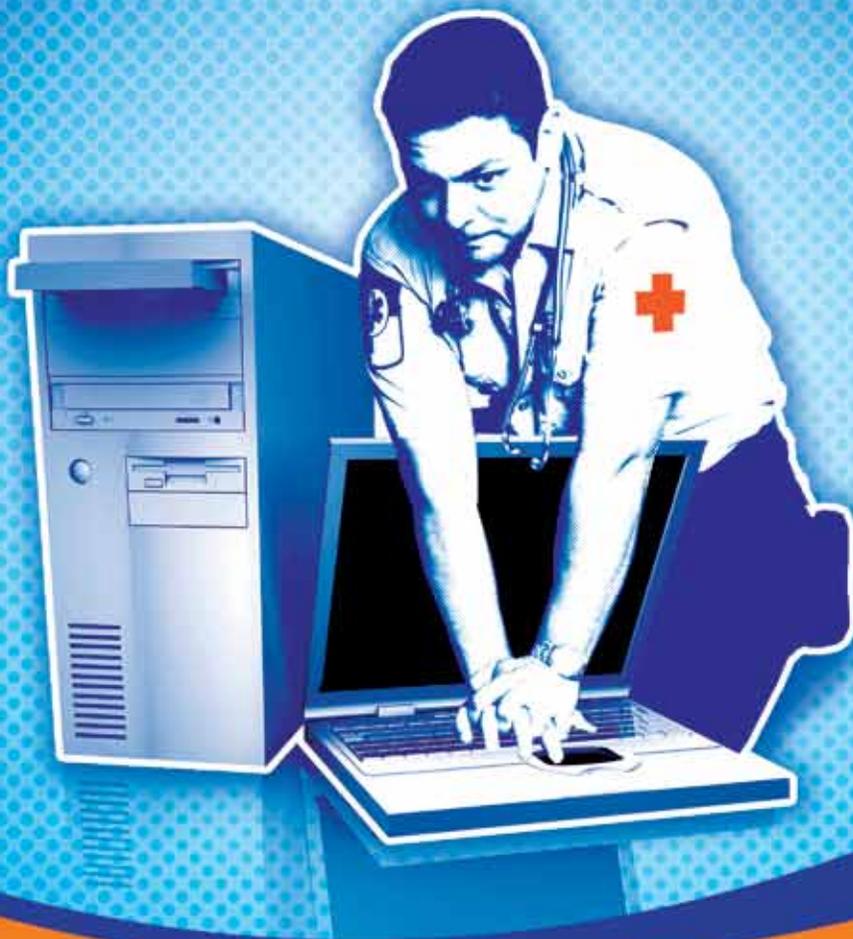
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