

Shop Small on Small Business Saturday!

For the sixth year in a row we have partnered with American Express to encourage consumers to Shop Small on Small Business Saturday on November 28th. The goal of the campaign is to encourage consumers to support small businesses. When people spend money locally it recirculates within the community, positively impacting the region.



Participation is open to all area businesses (you don't need to accept American Express to be involved). The Chamber will be distributing a coupon book of all the promotions and deals being offered. The deadline for placing your coupon in the book is November 6. Call (445-2000 ext. 116) or email Neal (Neal@Prescott.org) at the Chamber to have a coupon for your business. Pick up your copy of the coupon book at the Prescott Chamber and participating merchants.

In addition, the Daily Courier will be printing a list of all the participants in the Small Business Saturday promotion and will offer a special advertising rate for ads in the section. For advertising information, call Rhonda Pearson at the Courier, 776-8122, Ext. 2047. Val-Pak is also participating by offering a discounted advertising rate. If you're interested, contact Cindy Turner at Val-Pak, 928-775-9445.

Plan to do some holiday shopping on Small Business Saturday.



Women In Business

New Council Member to Speak

Billie Orr, recently elected Prescott City Councilwoman, will be the featured speaker at the Chamber's Women In Business luncheon Tuesday, November 10th, 12:00 pm, in the Arizona Room at the Hassayampa Inn. Maximum capacity is 75, so make your reservation now! Contact Laura at 445-2000 ext. 114 or you may also make your reservation online at www.prescott.org. Admission is \$20 for Chamber members and \$30 for prospective members. Women in Business luncheons are sponsored by APS and BlueCross BlueShield of AZ.

Billie Orr has always been committed to serving others in her local community. She has actively served in her church, her neighborhood, and at her work. Among her many endeavors, she currently is President of the Republican Women of Prescott. Billie received her undergraduate degree from ASU. She also earned a Masters' Degree and holds a Doctorate in Education Leadership. She is a former teacher, school principal, banker, and Realtor. She is also the former Associate Superintendent at the Arizona Department of Education. Later this month, she will add the title of City Councilwoman to her list of accomplishments!

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PCC Mission Statement

The Prescott Chamber of Commerce promotes its members by enhancing the overall business environment of Prescott.

Gold Sponsors



An Independent Licensee of the Blue Cross and Blue Shield Association

Silver Sponsors



Bronze Sponsors



2015 Executive Committee

Steve Walker
(Yavapai College Foundation)..... Chairman
Mike Fann (Fann Contracting).....Chairman-Elect
Joan Gustafson (Quality Plastics) Treasurer
Ed Walsh (Lamb Chevrolet) Past Chairman
Cynthia DeGeorge
(Gurley Long-Term Care Insurance).....At-Large
Kimberly Bierschwale
(Backway's Physical Therapy)At-Large
Margo Christensen
(Ponderosa Hotel Management Services).At-Large

2015 Board of Directors

Doug Arthur Better Deal Printing
Alyce Ayers..... Habitat for Humanity
Kimberly Bierschwale
..... Backway's Physical Therapy
Andre CarmanWarnock, MacKinlay & Carman
Margo Christensen
..... Ponderosa Hotel Management Services
Sanford Cohen
.....Arizona's Hometown Radio Group
Cynthia DeGeorge
.....Gurley Long-Term Care Insurance
Mike Fann..... Fann Contracting
Joan GustafsonQuality Plastics
Dava Hoffman.....Dava & Associates
Matt Holdsworth.....Holdsworth & Co.
Matt Meierbachtol..... APS
Kelly Soldwedel Prescott Newspapers
Steve Walker Yavapai College Foundation
Ed Walsh..... Lamb Chevrolet

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is a publication of the*

Prescott Chamber of Commerce

117 W. Goodwin St. • P. O. Box 1147

Prescott, Arizona 86302-1147

(928) 445-2000 • (800) 266-7534

fax: (928) 445-0068 • www.prescott.org

Chamber Staff – 445-2000

David Maurer, CEO – Ext. 115

Robert Coombs,
Tourist Information Manager – Ext. 122

Neal Sneller, Membership Director – Ext. 116

Scott & Jill Currey, Special Events – Ext. 112

Laura Warne, Administrative Assistant – Ext. 114

Jacquie Tobin, Membership Services – Ext. 117

Harold Viehweg, Finance Director – Ext. 121

Vol. 39 No. 11

Executive Update



Dave Maurer
CEO

Nov. 3 is Just the Beginning

In the past, it seemed to me that there was a period of time known as “election season.” Once the season was over, people moved on to other parts of their life for a while. Nowadays, that’s not the case. When the votes are counted and reported this Nov. 3, the local election season will finally come to an end. Remember, this season all started last December when the first candidate for Prescott mayor announced his intention to run.

In reality, the next election season has already started. Candidates are jockeying for positions with County offices, State Legislature and Congress. And, I need not remind anyone of the Presidential race, since we have already been subjected to candidate forums for that office. Time does, indeed, fly quickly it seems.

In years past, the Prescott Chamber of Commerce has taken an active role in managing forums or candidate meet-and-greets to let our members and the general public know more about who is running and for what office. We get good attendance at these events, but there are still many who don’t come to the events. Why not? They may find other sources for their information on candidates. Radio, television and the social media all come in to play these days!

Later this month, the Chamber’s Board of Directors will hold their annual planning meeting for the coming year. One of the questions they will tackle is what role or roles the Chamber should play in the 2016 election season. You could help us shape that work by providing comments now. Tell us how we can help you learn about the candidates. It could be as simple as letting you know who is running for what position in the local and regional elections.

I am already receiving calls from representatives of proposed ballot propositions that want to reach out to our members to explain things such as open primaries and legalization of marijuana. These and other propositions may be on next November’s ballot. How would you like the Chamber to be involved with ballot propositions? Should we do more than simply provide information, or should we take a position that is then communicated to our members and the public?

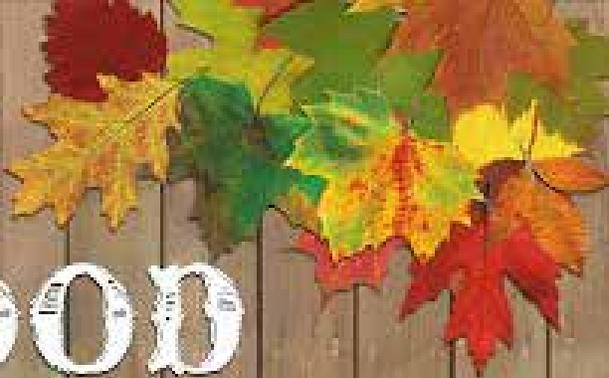
How important is a Chamber endorsement for a ballot proposition or for a candidate? If you’ve got some thoughts, now is the time to let me know. My direct line at the Chamber is 776-7102. I look forward to talking with you.





CATTLE COUNTRY
103.1 FM PRESCOTT

FALL FOOD



DRIVE

SATURDAY,
NOVEMBER 21ST 10:00AM - 1:00PM

**DROP OFF FOOD DONATIONS DURING
THE CATTLE COUNTRY 94.3 & 103.1FM
LIVE REMOTE BROADCAST FROM
THREE LOCAL (S) SAFEWAY STORES:**

CHINO VALLEY ON HWY 89 ★ PRESCOTT ON WILLOW CREEK RD.
PRESCOTT VALLEY ON HWY 69

HELP RESTOCK THE SHELVES AT OUR LOCAL FOOD BANKS

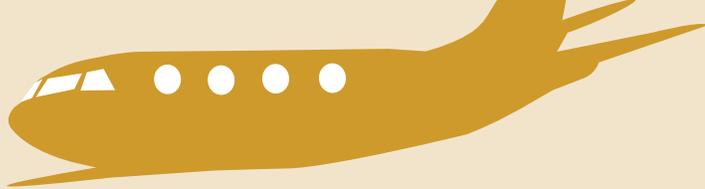
- ★ Collect and bag non-perishable food items like canned soup, juice, vegetables, pasta, cereal, and rice.
- ★ Bring them to our LIVE broadcast at one of the SAFEWAY parking lots listed above.

SPONSORED BY:



Prescott Flying High

in 2016



Prescott has been chosen to be one of four regional fly-in locations for the Aircraft Owners and Pilots Association (AOPA) in 2016. The Prescott events will take place October 1 at the Prescott airport. This fly-in will bring thousands of pilots and airplane fanatics to Prescott for the weekend. The fly-in begins the Friday night before the fly-in for an evening Barnstormers social event featuring food and entertainment. Free on-field camping will be available at the fly-in, making it easy to come for the weekend.

On Saturday morning, come hungry. The fly-in will begin with a traditional pancake breakfast cooked and served by local pilots and volunteers. Then spend the day getting up close to a wide range of display aircraft from classic airplanes to the newest models currently in production. You also can shop for everything from aircraft and avionics to pilot gear and attend seminars on a wide range of fun and educational aviation topics.

At the fly-in, members of AOPA's leadership team will provide an update on the association's latest initiatives and advocacy efforts and answer audience questions about the issues that matter most to pilots. For those who hold a pilot certificate but aren't actively flying, the AOPA Fly-In will feature a free Rusty Pilots seminar. Pilots who complete the seminar can receive a logbook endorsement for the ground portion of the flight review, making this an easy way to get up to speed on current regulations.

AOPA Fly-Ins also feature a "You Can Fly" area where visitors can learn more about getting started in flying, joining or launching a flying club, growing the aviation community, and making flying more affordable.

There are four fly-ins scheduled in 2016. The Prescott Fly-In will be the final one for the year. Get ready for a great weekend next October!

member news

Jay's Bird Barn has been selected as the recipient of the "Best Large Store with a Birding Emphasis" award from the "Best Birding Retailer of the Year" ceremony! Eric and Gayla were both in attendance to receive the award at the recent Wild Bird Expo in Mexico, MO.

61st Annual Courthouse Lighting Activities

Set for December 5th

It's a Prescott tradition! This will be the 61st year that the Courthouse and adjoining plaza area are "dressed up" for the holidays. The lights will be turned on Saturday, Dec. 5 following a brief, traditional program on the north side of the Courthouse. They will be on every night after that until their final night the Sunday before Martin Luther King Day January 18th.

The fund raising for the lights program is coordinated by the Prescott Chamber with major assistance from the City of Prescott (\$30,000 in bed tax revenue), the Friends of Jersey Lilly (which raised \$23,000 last year), and other private sector donors. The total budget for the lighting program usually is around \$75,000 - \$80,000. This includes all aspects of the Courthouse building and plaza, the building outline lights on the tops of buildings around the plaza, and replacement bulbs for the City's decorations on light poles around the expanded downtown area. This year, the responsibility for lighting the Arizona Veterans' Island at Sheldon and Gurley Streets will be added to the list of duties.

Fundraising efforts continue year-round with any extra funds carrying over to the following year. Donations may be made at any time by sending a check to the Prescott Chamber Foundation, 117 W. Goodwin St., Prescott, AZ 86303. The Foundation is a 501(c)(3) charitable organization and your donation to the Foundation is tax deductible.

You can also make a donation through the "Friends of Jersey Lilly," annual fundraiser starting Nov. 5 and continuing into early December. Donations of \$25 or more receive a raffle ticket with a chance to win a bronze sculpture entitled "Conflict of Interest" by artist Bradford Williams, valued at \$4,900.

Help us keep this tradition in place for many years to come in Arizona's Christmas City!



The Residence Inn by Marriott and AARP cordially invites you to



the
**Prescott
Chamber
of
Commerce
November
Mixer!**

Join your fellow Chamber Members to start the
2015 Holiday Season off right with a
celebration of **Fall and Thanksgiving!**

Join us for light appetizers, door prizes and fun as we usher in the Holiday Season!

Thursday, November 19, 2015, 5:00 to 6:30 p.m.

Residence Inn by Marriott, 3599 Lee Circle (Across from Trader Joe's) in Prescott

AARP Arizona is honored to co-host this special Chamber Mixer
with the Residence Inn by Marriott!

AARP Real Possibilities in
Arizona


**Residence
Inn[®]
Marriott.**

new members

ANTI AGING SKIN CARE

Independent Beauty Consultant with Mary Kay Cosmetics

854 Scenic Pointe
Prescott, AZ 86303

Phone: 480-227-9093

Website: www.marykay.com/diamondheather

Contact: Heather Reed

I truly believe that serving customers is one of the great factors that sets us apart from every other company.

CHURCHES

Granite Peak Unitarian Universalist Congregation

882 Sunset Avenue
Prescott, AZ 86305-1824

Phone: 928-541-0000

Website: www.prescottuu.org

Contact: Office Administrator

We are a Unitarian Universalist congregation guided by our seven principles, grounded in the teachings on the World's religions, and open to everyone.

EDUCATION - HIGH SCHOOL - ELEMENTARY

Yavapai County Charter School Association

2970 Centerpointe East Drive
Prescott, AZ 86301

Phone: 928-442-5139

Website: www.yccharterschools.org

Contact: Beth Cross

The charter school association was organized as a voluntary educational partnership. The organization will work together to meet the needs of Charter Schools in Yavapai County and create a unique voice within the educational community.

FINANCIAL SERVICES - INVESTMENTS

Merrill Lynch, Pierce, Fenner, & Smith Inc.

1030 Willow Creek Road
Prescott, AZ 86303

Phone: 928-777-7062

Website: www.ml.com

Contact: Mark Yadron

Life, it's a totally different beast. As the world evolves, we help you balance your daily financial needs and plan for your long-term goals.

FURNITURE & HOME DECOR

Sidewinder Furniture

401 S Montezuma Street
Prescott, AZ 86303

Phone: 928-778-5002

Contact: Robert Reynolds

We offer antique furniture sales, consignment, and repair custom made rustic live edge furniture. Live edge is native slab cut woods with the bark edges left on the piece of furniture.

HEALTH SERVICES - HOME CARE

Good Samaritan Society - Legacy Home Care

1953 Commerce Center Circle
Prescott, AZ 86301

Phone: 928- 443-9331

Website: www.good-sam.com/legacyhome

Contact: Travis Gunderson

We provide reputable and compassionate home health services from a name you can trust. Whether you've just left the hospital or have a chronic health condition, our team will work with your physician to determine a care plan tailored to your individual needs.

HOME WATCH SERVICES

Guardian Home Watch of Northern Arizona LLC

P.O. Box 28035
Prescott Valley, AZ 86312

Phone: 928-277-0638

Website: www.guardianhomewatchnaz.com

Contact: Thomas Kane

We offer exterior and interior inspections of your home to ensure there is no sign of vandalism, squatters, break-ins, storm damage, or leaks. We take pride in protecting your biggest investment... your home!

RESTAURANTS

Marino's Mob Burgers & Ice Cream

113 S Cortez Street
Prescott, AZ 86303

Phone: 928-515-1690

Website: www.marinosmobburgerandicecream.com

Contact: Sherry Marino

Enjoy a restaurant experience that transports you into the 1930's. We offer a fun twist on burgers and ice cream. You can enjoy homemade gelato or design a new treat at the full service ice cream bar!

RETAIL SALES

Audio Plus

2225 E. State Rt. 69
Prescott, AZ 86301

Phone: 928-771-9454

Website: www.audioplusav.com

Contact: Gary Hounslow

We provide retail sales and installation of car and home electronics. We are experts in home automation, home theater, car audio, structured wiring, whole house audio, networking, and car navigation!

PET TRANSPORTATION

Pets to Vet

1047 Yavapai Hills Dr.

Prescott, AZ 86301

Phone: 928-848-8516

Website: www.pets-to-vet.com

Contact: Doug Stemm

We offer 24/7 pet transportation plus a senior concierge service.

REAL ESTATE

The Prosper Team

113 W Goodwin St

Prescott, AZ 86303

Phone: 928-499-7832

Website: www.prosperaz.com

Contact: Holly Hankinson

We look forward to providing you with superior Real Estate services.

NON-PROFIT ORGANIZATIONS

Future Business Leaders of America

146 S. Granite Street

Prescott, AZ 86303

Website: www.azfbla.org

Contact: Anne Snyder

Our mission is to bring business and education together in a positive working relationship through innovative leadership and career development programs.

Yavapai County Jeep Posse

Prescott, AZ

Phone: 713-201-3687

Website: www.ycjp.org

Contact: Graham Batcheler

We are an all-volunteer organization dedicated to serving the needs of the citizens of Yavapai County in Search and Rescue missions, as well as County-wide Forest Fire evacuations.

Hozhoni Foundation, Inc.

1060 Sandretto Drive

Prescott, AZ 86305

Phone: 928-445-6996

Website: www.hozhoni.com

Contact: Corinna Babcock

We provide individualized residential, vocational, and educational services primarily for people with developmental disabilities. Our goal is to enhance quality of life, self-sufficiency, dignity and self-respect of the individuals we serve. We provide opportunities for education and interaction within the community to heighten awareness and understanding of people with disabilities.



Chamber Ambassadors

Lead 4th Annual Wine Tour

Twenty-nine Ambassadors, Chamber members and guests spent a day recently enjoying the 4th annual Wine Tour sampling wine and soaking up information about the wine program at the Clarkdale campus of Yavapai College. Ninety students are enrolled in the viticulture classes currently and the acres of grape vines are expanding and maturing. The Chamber group toured the building on campus devoted to this program and had the opportunity to taste six wines and purchase some of the first bottles of wine from the College's Southwest Wine Center. The pictures were taken at the Wine Center.

After a stop in old town Cottonwood for lunch and wine-tasting at Arizona Stronghold's tasting room, the trip continued with stops at Alcantara Winery and Page Springs Cellars in Cornville. There are still more wineries in that area to visit, so watch for another wine tour next year!



Meet

the Chamber Ambassadors

Each month, we profile one or two members of the Chamber Ambassadors—the good-will arm of the Chamber. Ambassadors attend ribbon-cuttings and assist at Chamber events such as the monthly mixers. If you are interested in being an Ambassador, call Neal Sneller at the Chamber, 445-2000.

This month's highlighted Ambassador is:

Jake Carlson is a wealth manager and partner at Stratos Wealth Partners, a full service brokerage and advisory firm. He specializes in advisory services including retirement planning, both for individuals and businesses, as well as retirement income generation and succession planning. In addition to being a Chamber Ambassador, Jake is also an active volunteer in the community with Prescott Area Young Professionals, Frontier Rotary, Sharlot Hall Museum, and Prescott Downtown Partnership. If you have questions about your investment portfolio or would like a free risk analysis, feel free to contact Jake at 928-460-5510 or jcarlson@stratoswp.com.



Keep An Eye Trained on Your “Vision Health”

The Prescott Chamber is pleased to offer a free safety workshop for employers Tuesday, Nov. 10, 4:00 – 5:00 pm at the Chamber office, 117 W. Goodwin St. On-the-job vision safety measures will be discussed. This program will be presented by Dr. Jon Bundy from Premier Eye Center. He is medically trained to provide treatment and management of various eye conditions such as glaucoma, eye infections, dry or allergic eyes, cataracts and diabetic eye care. Dr. Bundy believes in giving back to the community and has led multiple missions to India and Cambodia, bringing the gift of sight to more than 2,000 patients.

Space is limited for this program so please RSVP to Jacquie Tobin at the Chamber (445-2000 ext. 117) if you would like to attend.

Introducing

Member Moments

Each month we will highlight one or more Prescott Chamber members with a short video clip we call Member Moment. This month learn more about Nectar: A Modern Herbal Apothecary. Click on the link to watch (<https://www.youtube.com/watch?v=QYDYwy4Mbak>)

Nectar Apothecary is celebrating their one year anniversary! Visit them today at 219 W. Gurley Street. Owners Suzanne & Steve Teachey are pictured in their downtown store.

Chamber Celebrates

Ground Breaking

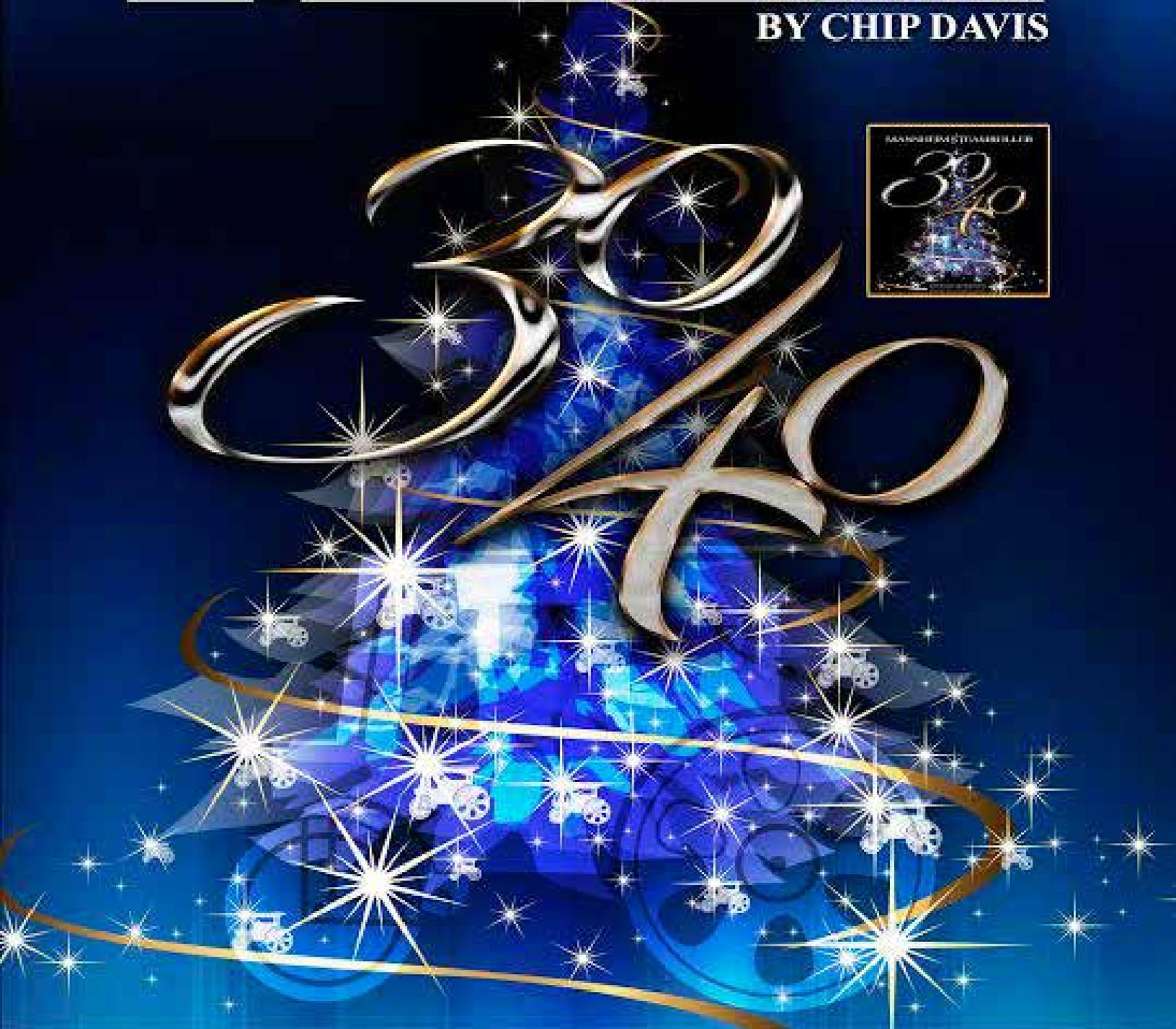
The Chamber celebrated the ground breaking Oct. 15 for the James Family Discovery Gardens at the **Highlands Center for Natural History**. Taking part in the event were (l – r) Teresa Chase, Forest Supervisor, Prescott National Forest, Tom Polk representing the J.W. Kieckhefer Foundation and the Margaret T. Morris Foundation, Steve Morgan from Landscapes for Life, Ron James of the Harold James Family Trust, Dave Irvine, Executive Director of the Highland Center for Natural History, Laura James of the Harold James Family Trust, Toby York and Yavapai County Supervisor Jack Smith.



MANNHEIM STEAMROLLER

Christmas

BY CHIP DAVIS



DECEMBER 4 **FRIDAY**
7:30 pm



Box Office: Mon-Fri 10am - 3pm
Online: PrescottValleyEventCenter.com
By Phone: 866-443-8847

PRESCOTT VALLEY EVENT CENTER
3201 N. Main St. • Prescott Valley
www.PrescottValleyEventCenter.com

mannheimsteamroller.com



2016 Chamber Board Nominees Announced

Each year at this time, a nominating committee reviews upcoming openings on the Chamber's Board of Directors. There are fifteen members on the Board and, with staggered seats, five nominations are made each year. Terms are three years, and members may serve two consecutive terms. This year's Board nominations include two current members. Mike Fann (Fann Contracting) is nominated for a second three-year term and Kelly Soldwedel-Thornhill (Prescott Newspapers) is nominated for a first, full term. She had been appointed a year ago to fill an expiring term of a member who took another job outside of Arizona. Fann is currently chairman-elect of the Chamber Board.

The remaining three nominees are eligible for a first, three-year term. They are Tom Dolan (Foothills Bank), Larry Burns (COO, YRMC), and Suzanne Springer (Prescott True Value). New terms begin January 1, 2016. Leaving the Board at the end of the year due to term limits are three former chairmen of the Chamber Board: Dava Hoffman (Dava & Associates), Matt Holdsworth (Holdsworth & Co., and El Walsh (Lamb Motor Cos.) All three have made significant contributions to the Chamber and their leadership will be missed.

Ribbon Cuttings



The Dells is the first master-planned community in Prescott in the past 15 years. The 1,100 acre site south of 89A at Granite Dells Parkway will feature a variety of housing options, open space and more! The project officially kicked off with a ribbon-cutting October 2. Mayor-elect Harry Oberg cut the ribbon as the developer of The Dells, Mike Fann, looks on. Check the website for more information, www.TheDellsPrescott.com.



Grama's Bakery is celebrating its first year under new ownership. Jessica Haggerty bought the business nearly a year ago and cut the ribbon September 29th. The bakery is located at 207 W. Gurley St. on the lower level of the Hotel St. Michael. Bring a framed photo of your "grama" to hang on the wall of the bakery!



Good Samaritan Village Tower, 1075 Ruth St., celebrated their grand reopening with a service of dedication and a ribbon-cutting Oct. 8th. Manager Marla Tibbetts is pictured cutting the ribbon with the Good Samaritan team, residents, and Chamber Ambassadors.



Capital Canyon Club celebrated their official grand opening with a ribbon cutting ceremony Oct. 3rd. Owners Jerre and Mary Joy Stead are pictured cutting the ribbon alongside the Capital Canyon Team and Prescott Chamber Ambassadors! Join today to enjoy world class dining and golfing! The clubhouse and golf course are a newly renovated. To learn more about joining, call 350-3150.



YAVAPAI COLLEGE
YREDC
 REGIONAL ECONOMIC
 DEVELOPMENT CENTER



Yavapai College Small Business Development Center Entrepreneur Workshops

NOV 3 **NOV 10** **NOV 17**

Website Design Series
 Enroll in all three for \$90!
 Yavapai College SBDC, Verde Campus
 November 3: 12pm to 1:30pm • \$25
 November 10 and 17: 5-8:00pm • \$35 each class

- NOV 2** **Is Your Business Ready for Exporting?**
 Yavapai College SBDC, Verde Campus, Room G-108
 5-8:00pm • Kurt Haskell • \$40
- NOV 5** **Enhance Your Bottom Line**
 Yavapai College SBDC, Verde Campus
 9-11:00am • SCORE and SBDC • \$20
- NOV 9** **Is Your Business Ready for Exporting?**
 Yavapai College SBDC, Prescott Campus
 5-8:00pm • Kurt Haskell • \$40
- NOV 12** **How to Get on Google's Page 1**
 Yavapai College SBDC, Prescott Campus
 5-8:00pm • Kathryn Bazan • \$25
- NOV 17** **Making and Licensing Your Art**
 Yavapai College SBDC, Sedona Campus, Room 28
 5-7:00pm • Kathryn Bazan • \$20
- NOV 18** **Commercialization of Your Product**
 Yavapai College SBDC, Rural Center for Entrepreneurship
 1-3:00pm • Kurt Haskell • \$30
- NOV 19** **Employee or Independent Contractor?**
 Yavapai College SBDC, Prescott Campus
 5-7:00pm • Al Carlow • \$20
- NOV 30** **Use Crowdfunding to Develop Your Product**
 Yavapai College SBDC, NAU Yavapai (Prescott Valley)
 1-3:00pm • Al Carlow • \$30

Free one-on-one confidential
 counseling, workshops,
 Business Resource Library

Prescott Campus
 1100 E. Sheldon St., Bldg. 29
 Prescott, AZ 86301
 Mon-Fri: 7:30am to 4:30pm

Verde Campus
 601 Black Hills Dr., Bldg G
 Clarkdale, AZ 86324
 By Appointment

Sedona Center
 4215 Arts Village Dr
 Sedona, AZ 86336
 By Appointment

Cottonwood BAC
 821 N. Main St
 Cottonwood, AZ 86326
 By Appointment

NAU Yavapai
 7351 E. Civic Center
 Prescott Valley, AZ 86314
 Tuesdays By Appointment

**Rural Center for
 Entrepreneurship**
 220 Ruger Rd
 Prescott, AZ 86301
 By Appointment

Check out our website for
 additional workshops and
 events: www.yc.edu/sbdc
 or please call (928) 776-2008 for
 more information.

