

# Gilbert Business Beat A New Way of Doing Business

BROUGHT TO YOU BY THE GILBERT CHAMBER OF COMMERCE

## UPCOMING EVENTS

### A NEW DAY... A New Way of Doing Business!

Presented by National Bank of Arizona  
Thursday, August 9th  
7:30 a.m. to 9:00 a.m.  
Elegant Conference Center, 1800 S. SanTan Village Parkway, Gilbert  
Be our guest for a special breakfast and learn more about the opportunities for your business to form business-to-business connections; become involved in local and regional priorities; and engage in the programs and services of the Chamber. Registration Required.

### Chamber Chat with Kathy Tilque and Town Manager Banger

Wednesday, August 15th  
11:30 a.m. to 12:30 p.m.  
Liberty Market,  
230 N. Gilbert Road, Gilbert  
This informal meet-up is a fun way to share conversation with and learn more about Manager Patrick Banger and other attendees. No agenda, no script - just good food, great company, and friendly conversation.

### Small Business Growth Workshop

Presented by Infusionsoft  
Friday, September 14th  
10:30 a.m. to Noon  
Gilbert Chamber of Commerce, 119 N. Gilbert Road, Ste. 101, Gilbert  
Attend this workshop and learn how to drive higher customer referral traffic tomorrow! Create a constant flow of new customers, build a healthy and responsive database, and make sure you are getting the right message to the right person at the right time. Registration Required.

### Speed Networking and Lunch with Gilbert Town Council

Presented by SRP  
Wednesday, September 26th  
11:30 a.m. - 1:00 p.m.  
This fun and fast-paced speed networking event will bring attendees face-to-face with members of Gilbert's Town Council and Town Staff. Attendees will enjoy lunch and will have time to interact with each official. Registration Required.

## FROM THE CHAMBER

# Not Just a New Day; It's a New Year at the Gilbert Chamber

It's a new day at the Gilbert Chamber of Commerce! In 2011, our membership set out to reshape our future.

Together, we identified our priorities to connect with one another, engage in the community, and advance our businesses. Now, as we approach



Kathy Tilque  
GILBERT CHAMBER  
President and CEO

2013, we have come full circle. Our programs, our services and, ultimately, our members are basking in the success of a new way of doing business.

Members of the Gilbert Chamber of Commerce have cultivated a 'referral culture'. Gone are the days of traditional (and awkward) networking events where business cards are passed and later tossed. We believe in the value of relationships and, through our events and programs, we work to create an environment where



JW Rayhons (right) honored community partners to the Gilbert Chamber of Commerce at the 2012 Annual Business Awards Luncheon, including representatives from Phoenix-Mesa Gateway Airport, Gilbert Public Schools, the Town of Gilbert, Gilbert Leadership, Higley Unified School District, and Chandler-Gilbert Community College.

these relationships can thrive. In two years, we have expanded our weekly, industry-exclusive referral clubs from 35 businesses to more than 160 businesses and, in less than 12 months, these clubs reported more than \$1,488,000 in closed business. Why? Because they are build-

ing a referral base with individuals that they know, like and trust!

Our membership represents a diverse business pool ranging from home-based businesses to nationally recognized high-tech firms with representation of

pro-business environment as a founding partner of the East Valley Chamber of Commerce Alliance. With the support and dedication of our Public Policy Committee and Board of Directors, our membership identifies pro-business leaders, works to reduce taxation and regulations, and highly regards the charge to fairly and accurately represent the best interest of our business community.

I have served as president and CEO of the Gilbert Chamber of Commerce for more than 15 years and have been part of the 'chamber world' for almost 25 years. I can tell you with all sincerity that I have never before been more excited about the direction of this organization or encouraged by the genuine dedication and support of the businesses in our community. It truly is a new day...a new way of doing business.

**Kathy Tilque is president and chief executive officer of the Gilbert Chamber of Commerce. Reach her at 480-892-0056 or Kathy@gilbertchamber.com.**

## EVCCA Acknowledges 2012 Legislators as Business Champions and Friends of Business

The East Valley Chambers of Commerce Alliance (EVCCA) designated two senators and six representatives as Business Champions for their support of businesses during the 2012 legislative session. Legislators earned the designation by demonstrating a voting record that matched the position of the EVCCA on all business priorities as outlined in the group's legislative agenda.

The EVCCA Business Champions are Senators John McComish and Michele Reagan and Representatives Steve Court, Jeff Dial, Frank Pratt, Bob Robson, Michelle Ugenti and Steve Urie.

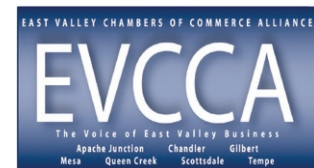
Those who received an 80 percent or better ranking were named Friends of Business - Senators Nancy Barto, Andy Biggs, Rich Crandall, Jerry Lewis, Steve Smith and

Steve Yarbrough; and Representatives Cecil Ash, Heather Carter, Eddie Farnsworth, John Fillmore, Tom Forese, John Kavanagh, J.D. Mesnard, Justin Olson, Justin Pierce, and David Burnell Smith.

Last December, East Valley legislators were presented with the EVCCA's annual Legislative Priorities document to provide a foundation for session priorities. Members from each of the

chambers met on a weekly basis during the session to review bills introduced and evaluate their impact on the business community. To view the EVCCA's legislative report card, visit [www.gilbertaz.com/businessadvocacy](http://www.gilbertaz.com/businessadvocacy)

Queen Creek, Scottsdale and Tempe chambers of commerce. The EVCCA collaborates to advance the common business interests in the East Valley.



The East Valley Chambers of Commerce Alliance (EVCCA) represents more than 5,500 member firms from the Apache Junction, Chandler, Gilbert, Mesa,

## CHAMBER MEMBER NEWS

### I.T. Workshop

The I.T. Workshop has received the elite Mobility Technical Competency certification from Apple for iOS Deployment & Management as a premier participant in the Apple Consultant's Network. The I.T. Workshop is the first company in the East Valley to receive this coveted designation.

### Phoenix-Mesa Gateway Airport

Phoenix-Mesa Gateway Airport was the recipient of this year's "Airport of the Year" award, sponsored annually by the MPD - Aeronautics Group of the Arizona Department of Transportation, (ADOT). ADOT presented the award at the 2012 Arizona Airports Association's, (AzAA) annual Spring Conference, held this year in Tucson. The airport received this same award in 2004.

### Sudden Cardiac Arrest Association East Valley-Phoenix Chapter

Sudden Cardiac Arrest Association East Valley-Phoenix Chapter will hold the third annual 'Keep The Beat' golf tournament on Friday, September 7th at Superstition Springs Golf Club in Mesa. Proceeds from the tournament will be used to purchase automated external defibrillators for schools, churches and other public access areas. For more information, e-mail Vicky at [scaev@yahoo.com](mailto:scaev@yahoo.com).

### Mercy Gilbert Medical Center

Mercy Gilbert Medical Center, a Dignity Health™ Member, was named No. 14 on SoLiant Health's list of the Top 20 Most Beautiful Hospitals

in the U.S. A panel of experts reviewed more than 300 nominations before narrowing the field to 50 hospitals chosen for their architectural style, photogenic properties, landscaping and distinctiveness. The public voted for their favorites and with 2,399 votes, Mercy Gilbert made the list at No. 14.

### Gilbert Hampton Inn & Suites Hotel

Gilbert Hampton Inn & Suites Hotel received a TripAdvisor® Certificate of Excellence award. The accolade, which honors hospitality excellence, is given only to establishments that consistently achieve outstanding traveler reviews on TripAdvisor, and is extended to qualifying businesses worldwide. Approximately 10 percent of accommodations listed on TripAdvisor receive this prestigious award.

## BUSINESS HIGHLIGHTS



John Ballard, Jessi Wilson and Warde Nichols gathered at the Chamber's Economic Forecast Luncheon on May 2nd. The event, sponsored by Orbital Sciences and Mercy Gilbert Medical Center, provided an overview of the Chamber's Partners In Progress business retention program.



Vice Mayor John Sentz visited with Chamber member Larry Goldsmith at a candidate forum featuring Town Council and District 12 candidates on July 11th.

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