



Chamber Business

Official Newsletter of the Grand Prairie Chamber of Commerce

January 2007

Volume 8 Number 1

Mark Your Calendar

January 17
Membership Luncheon
Ruthe Jackson Center

January 30
Taste and Tour of Grand Prairie
Community Awards
Ruthe Jackson Center

February 21
Procurement Conference &
Chamber Luncheon
Lone Star Park at Grand Prairie

March 8
Chamber Trip to Austin, TX

March 21
State of the City
Ruthe Jackson Center

April 18
Great Texas Scholars Luncheon
Lone Star Park at Grand Prairie

May 18
Golf Classic

July 18
Christmas in July
Ruthe Jackson Center

September 22
Fall Fantasy
Ruthe Jackson Center

December 6
Christmas Open House
Chamber Office
900 Conover Drive

Taste & Tour 2007

The annual **Taste & Tour** has become a tradition for many Grand Prairie families. Although the event will be held on January 30th, the traditional Mardi Gras theme will remain. If you don't have any Mardi Gras beads to wear, don't worry...we'll give you some at the door.

Vendors and sponsors who have already signed up include **Sam's Club, Traders Village, The Oasis at Joe Pool Lake, Siedos Mediterranean Grill, Applebee's, Barbara's Cakes & Cookies, Marsala Ristorante, Outlaw's BBQ and Catering, Starbucks Coffee Company, Pizzaiolo's, Lone Star Park, The Salt Lick, Texas Roadhouse, Costco Wholesale Club, the Ruthe Jackson Conference Center, Tangle Ridge and Prairie Lakes Golf Courses, Teri Jackson Tourist Information Center and the Today Newspapers.** If you are part of the local Hospitality & Tourism industry, your company is invited to be a vendor. If you have not yet signed up, please call the Chamber at 972.264.1558. This is a very low-cost marketing event. You don't want to miss this opportunity to market your business to hundreds of Grand Prairie families.

After you've sampled some of the finest cuisine in town, while enjoying the Mardi Gras flavor of the event, you can stay for the **2006 Community Awards** which will also be held at the Ruthe Jackson Center at 8:00 p.m. Your \$15 admission covers both events. Tickets are now available at the Chamber office.

The following categories will be awarded during the program:

**Citizen of the Year
Public Service Award
Corporation of the Year
Small Business of the Year
Chamber Member of the Year
Chamber Volunteer of the Year
Grand Prairie Chamber Business of the Year
Woman of the Year
Man of the Year**

Nominations must be turned in to the Chamber by January 3rd.

Legislative Corner

January 9, 2007 starts the 80th Session of the Texas State Legislature. While laws are implemented daily that impact our businesses, for the State of Texas, those laws can change dramatically every other year during these 180 day sessions.

The Grand Prairie Chamber's Legislative Committee works yearly to develop relationships with our area representatives, to keep open a line of communication. During the session, the legislators use our members as a tool to determine their positions on business issues.

One way that our businesses can stay up on issues, is by receiving e-mail alerts from the chamber staff when a business issue is either in committee or going before the House or Senate. While the chamber tries to take positions through our Board of Directors, during a session there is often not enough time for the process to work. It is also often the case that not all members have the same thoughts, ideas or positions. The Legislative Alerts allow every business to provide immediate feedback to their local legislator.

The Grand Prairie Chamber is also a member of TAB (the Texas Association of Business). They provide the chamber with weekly updates on any business related bills as they go through the legislative process. As with any organization, not every member agrees with every issue, but the ability to work together provides a greater voice on those major issues that directly affect a business' bottom line.

If you would like to be on the Legislative E-Mail alerts, please contact the chamber staff to add your name and your e-mail address to the Legislative e-mail list by calling 972-264-1558 or emailing: radonna@grandprairiechamber.org. Your involvement can make a difference!

2007 Chairman's Message

Darin Wilson, National Print Group



Greetings!

First I would like to say Happy New Year to everyone, with great hopes that this is a very prosperous year. It seems like yesterday that Lila was taking over as the Chairman of the Chamber, and now it is my year. I would like to take a moment and say "Thanks" to Lila for a wonderful year.

I must say when I joined the Chamber of Commerce and then was asked to be on the Board it was a little overwhelming seeing the history of the Chamber hanging on those walls. I am honored to follow in the foot steps of so many great citizens that have led this Chamber over the years. I only hope that I can live up to the standard that has been set by so many before me. I know the staff at the Chamber will help keep me on track.

We should have an exciting year starting with one of our biggest events at the end of January. The Taste and Tour/Community Awards is being held at the Ruthe Jackson Center on January 30th and according to some, "it is the cheapest date in town". This event allows you to sample foods from some of our finest eating establishments. Afterwards the Chamber recognizes those who have gone above and beyond with our Community Awards. I hope you are all able to attend.

I am looking forward to all of us having a Great 2007!

Sincerely,
Darin

Grand Prairie Chamber of Commerce

900 Conover Drive
Grand Prairie, TX 75051
Phone: (972) 264-1558
Fax: (972) 264-3419

www.grandprairiechamber.org
info@grandprairiechamber.org

The Mission of the Grand Prairie Chamber of Commerce is to promote, strengthen and expand our business community.



Got A Minute?
Board of Director's Meeting
 December 2006

Call to Order: Chair-Elect Darin Wilson called the meeting to order at 4:05 p.m.

Minutes: The October and November minutes were approved with a motion by Melinda Polley and a second by Gail Wills.

Treasurer's Report: The Treasurer's report was provided in conjunction with the 2007 budget. The changes to the budget were discussed. Those changes included a moderate raise in the membership investment, with the last increase five years ago. There was also discussion about a change in the membership sales position to include base pay plus commission. The Board, with a motion by the Executive Board and a second by Buddy Bridges approved the treasurer's report / 2007 budget.

Board Resignation and Appointment: The Board was notified of the resignation of Anita Wells from the board through a phone call to staff. While she continues to support the chamber, she was not able to commit the time to the meetings. It was reported that Chairman Lila Thorn was appointing Mary Jean Maloney, Atmos Energy to that position, with the approval of the Executive Board.

Chamber Development: Tim Bordelon provided a report to the board on the businesses that have been dropped from the membership due to non-payment of their dues, or per their request. Those dropped members for October and November included Stephen M. Adams Creative, Grand Prairie Host Lion's Club, Cazyo Graphics, Curves, United American Insurance Company, First Convenience Bank, Hav-R-Burgers, Siemens Energy, Raymond James Financial and Paramount Investments.

Chairman's Report: In the absence of Lila Thorn, Darin Wilson reminded the Board that they will again be asked to sign a Board Commitment form for service in 2007. He also noted the confidentiality clause in that commitment. There was also some discussion regarding a Chamber member company and their concerns regarding the membership and staff. The board was notified of the resolution of that issue.

Darin also recognized those board members who would be ending their terms at the end of December. Recognition was given to: Lisa Arnold, Spencer Clemson, Don Stanfield, Anita Wells, David Barbosa, Kelly Giessner and Sandi Morrison. Sandi spoke on behalf of those board members, stating that she enjoyed the service and hopes to be able to participate on the board in the future, and knows that other board members feel the same.

It was noted to the both boards, that the January Chamber luncheon will be to pass the gavel, as well as recognizing the 2006 and 2007 board of directors.

Board members were also introduced to chamber members in attendance who would soon be serving on the board. They included Norm Porter - Vought Aircraft, Maria Gonzales - Allstate Insurance and Kristin DeLoach - CommCentral.

President's Report: RaDonna Hessel reported that the Board did approve a resolution supporting the "Joint Recommendation for Regional Rail in North Central Texas" as approved by the boards of Dallas Area Rapid Transit, Denton County Transportation Authority and the Fort Worth Transportation Authority, as well as the City of Grand Prairie.

The Board was also notified of a certificate of appreciation given to the Chamber from the Grand Prairie Metro Rotary Club for the chamber's assistance with the 20th Anniversary Pumpkin Run.

Other Business: Texas State Representative and Board Member, Kirk England was in attendance and noted that he would not be able to be at the Board meetings during the Texas Legislative session which would begin on January 9th. He did ask the Board, as well as Chamber membership to keep in contact with him, and to provide him with input on issues that he will be addressing during the 80th Legislative session.

Adjournment: With no other business, the meeting was adjourned.

THE MISSION OF THE GRAND PRAIRIE CHAMBER OF COMMERCE IS TO "PROMOTE, STRENGTHEN AND EXPAND THE BUSINESS COMMUNITY".

Taste & Tour and Community Awards

January 30th
 Ruthe Jackson Center
 3113 S. Carrier

Taste & Tour at 5:00 p.m.

Awards at 8:00

Have you made your nominations for the Community Awards? Deadline is January 3!

Have you bought your tickets for the Taste & Tour and Community Awards? Just \$15 for both and tickets are available at the chamber office.

Advertising Inserts

For only \$95, your company can place a promotional insert in the Chamber Newsletter to be mailed to our entire membership. If you provide us with the flyers and \$95, our staff and volunteers will take care of the labor to insert the flyer into our newsletter and the postage. Just bring at least 850 copies of an 8 1/2 x 11 inch flyer on 20 to 24 lb. paper to our offices by the 25th of the preceding month. For distribution in our February newsletter, please submit flyers no later than January 25th. To take advantage of this low-cost, no-fuss, no-muss, direct mail opportunity, call 972.264.1558.



SUSTAINING MEMBER

The JMH mission has always been to provide professional, quality printing services to our clients with customer service being our first priority. For more than 40 years, JMH Printing has produced top-caliber printing with the philosophy that each and every job is the most important one. JMH has earned its credibility through experience and expertise in fulfilling the graphic communications needs of a broad range of customers.

Established in 1965 with a single printing press, today the 20,000 square-foot JMH Printing facility houses state-of-the-art equipment, including four and six color Heidelberg lithographic presses, folders, stitchers, and a full digital pre-press department. This year, JMH will invest in excess of \$3.1 million in new equipment to continue staying ahead of cutting-edge technology. We are currently undergoing installation of a new 40-inch four-color Heidelberg press, along with electronic pre-press and bindery post-press support equipment.

As founder and principal, Jim Highfill stepped down in late 2005, his son Milt Highfill took over the reins. An experienced printing industry professional, Milt has been a part of JMH Printing for 30 years, most recently serving as President. Milt's experience in the printing business ranges from hands-on press knowledge to the daily operations of running a successful business.

Located at 721 W. Tarrant Road in Grand Prairie, the JMH staff of 34 employees consists of highly experienced professionals personally dedicated to a team effort in every job they perform for the customer. With our attention to detail, customer service and commitment to community, we at JMH hope our next 40 years will continue to serve as a testament to the hard work, dedication and success we have known for over four decades.

Special Thanks to Our Sustaining Members

Member firms volunteering financial support to the Chamber above and beyond their regularly scheduled basic dues to offset building expense, utilities, insurance and taxes.



If you would like to see your logo* here every month, contact the Chamber Staff at 972-264-1558.



**Membership Limited*



SUSTAINING MEMBERSHIPS: A MUTUALLY BENEFICIAL INVESTMENT

Chamber membership is something that is good for your business and is also good for the local business community as a whole.

Likewise, sustaining memberships in the Chamber are beneficial to the Chamber by raising additional capital for the operating expenses of the Chamber, but are equally beneficial to the sponsoring companies.

While sustaining members are investing \$2500 above and beyond their annual membership dues, these companies benefit from the additional exposure.

All of our sustaining members receive the following privileges:

- Logo prominently displayed in every edition of the Chamber's monthly newsletter
- Business name is listed on all Chamber letterhead
- Featured article about your company in newsletter annually
- Business name appears in programs of every Chamber event throughout the calendar year
- Company's logo on Chamber website
- Recognized monthly on "It's happening in Grand Prairie" TV show, hosted by Ruthe Jackson
- Four tickets per business for: Taste & Tour / Community Awards, Procurement Conference, State of the City

Sustaining memberships are available each year, but on a limited basis. The sustaining membership is also limited by category, with only one business per category allowed to participate. Preference for these coveted spots are given to those companies who have been sustaining members in the previous year. Therefore, only a small number open up each year.

If you are interested in increasing your visibility in a big way through this type of investment, please call RaDonna at 972.264.1558.

ENTREPRENEUR CLUB IS A MONEY SAVING INVESTMENT

Do you attend the majority of monthly Chamber luncheons? If so, the **Entrepreneur Club** is a smart investment for you! By paying \$160 in January, all of your monthly luncheons will be prepaid. You will also receive a permanent magnetic name badge identifying you as an Entrepreneur Club member, and you can skip the registration table on the day of the luncheon and check yourself in on the Entrepreneur list located on the name badge table.

This saves you time AND money. The majority of luncheons cost a minimum of \$15 (\$20 if we invoice you.) Seven of our luncheons will be at this rate in 2007. Higher priced events are also included in your Entrepreneur Club (EC) membership. The Procurement Conference and Trade Show luncheon on February 21st will cost \$35 unless you are part of the Entrepreneur Club. Also, the State of the City will cost \$25 if paying separately or by invoice. The annual Christmas in July luncheon will also cost \$25 per attendee except for EC members.

As you can see, the Entrepreneur Club saves you a minimum of \$55 over the cost of paying individually. There's also the added bonus of not having to pay at the luncheon or receive a bill each month. You can even miss a couple of luncheons and still break even!

If you would like to take advantage of this opportunity to simplify your life, please contact any of the Chamber staff at 972.264.1558 as soon as possible. We would like to have your magnetic name badge for you at the January 17th luncheon.

CIVIC COMMITTEE

by Kristin DeLoach, Chairman

Our Holiday Spotlight on Charities luncheon was a big success. We are looking forward to working again next year with our local non-profit organizations in helping to make the holiday season brighter for needy families in our community. Thanks to all of you who helped make it fun and successful.

The installation of new officers is the focus of our January luncheon. This is your opportunity to express your appreciation for all the hard work of our outgoing officers and support the new incoming officers.

January is proving to be a busy month for our committee. We'll be discussing many of our committee's annual projects like Christmas in July, Yard of the Month/Yard of the Year, Light up Grand Prairie and even a few new project surprises.

The Civic Committee's accomplishments this past year were a wonderful example of how much can be done when we all work together in support of our community. Thank you for being a part of the Grand Prairie Chamber of Commerce.

The January meeting will be held at the Ruthe Jackson Center on January 24th from 11:30 a.m. until 1:00 p.m. Please call the Chamber office at 972.264.1558 to make your reservations.

See you there!

Kristin

CHAMBER OPEN HOUSE

The Grand Prairie Chamber of Commerce would like to thank **Pat Watson**, as well as **Prudential Lone Star Realtors** for their support and hosting of the **2006 Grand Prairie Chamber Holiday Open House**.

If you missed it, you'll want to make sure you plan to be here next year! It was a festive evening comprised of beautiful music from the **South Grand Prairie High School Choir**, music and dancing from the **Grand Prairie High School Show Choir**, and a sing-a-long led by **Rita Twiggs** and **Sandra Jackson**!

There was wonderful food and friendships, both new and old being celebrated.

We cannot forget to also thank Medical Center of Alington for the donation of the beautiful tree, that our members helped to decorate with their ornament donations. The tree, along with



some toys and food went to Santa Cops, to be given to a local family. The other hundreds of toys and food has been distributed by Brighter Tomorrows and Grand Prairie United Charities.

Special thanks to all who made this night so wonderful, and the holidays a little brighter for Grand Prairie families!



LEADERSHIP GRAND PRAIRIE

Health and Human Services were explored during the December Leadership Grand Prairie class. The day was jump started by Steve Tidwell of Northwood University. Steve led a lively discussion on the "The Law of Respect" and the "Law of Sacrifice" from John Maxwell's **21 Irrefutable Laws of Leadership**.

After an introduction to Health and Human Services Day by Dr. Dean Peyton, the class heard about health services from a "county" perspective, led by Marilyn Little of Dallas County Commissioner Ken Mayfield's office. Mary Kulpaca, Director of Marketing for Renaissance Hospital, updated the class on the planned opening of the newly renovated facility formerly known as DFW Medical Center. She also briefed the class on types of emergencies that will be treated at the facility and the surgical specialties of the hospital. The class then began their off-site excursions. Medical Center of Arlington was the first stop on the tour. Shebra Brown and Rose Elam provided the grand tour and an overview of the hospital's Emergency Department and Sports Medicine programs. The class was treated to a wonderful lunch at MCA, and was hosted by their CEO, Patrick Brilliant.

Then the class was on the road again to Parkland Hospital of Dallas. Marilyn Little organized a very interesting tour of Parkland's robotically controlled pharmacy and the ER center, with the assistance of various Parkland employees.

Many thanks are due Coach USA, and Jane and Dean Peyton for providing our bus. Much gratitude is also due to Medical Center of Arlington for treating the class to an incredible lunch, guided tour and very special gifts. Thanks also to the Sixth Floor Museum of Dallas for a very special gift basket donated as a door prize for the class.

GRAND PRAIRIE CHAMBER LEADERSHIP

2007 SLATE OF OFFICERS

CHAIRMAN

Darin Wilson, National Print Group

CHAIR-ELECT

Tim Bordelon, John Smrcina State Farm Ins.

TREASURER

Gail Wills, Gail Wills, CPA

COMMUNITY DEVELOPMENT

Melinda Polley, Trinity Analytical Services

MEMBERSHIP DEVELOPMENT

C.W. Higgins, The Thompson Group,
Classic Chevrolet

CHAMBER DEVELOPMENT

Vince Hrabal, Grand Prairie Disposal

BUSINESS DEVELOPMENT

Jeanine Walker, Bon Air Service Company

CHAMBER CITY PARTNERSHIP

Greg Giessner, Giessner Insurance (2004)

MARKETING & COMMUNICATION

Arthur James, The Transparant Church

IMMEDIATE PAST CHAIRMAN

Lila Thorn, Hexter-Fair Title Company

BOARD OF DIRECTORS

Manny Arellano, Sam's Club

Buddy Bridges, TXU Electric Delivery

Deby Brubaker, Deb's Flowers

Karen Carpenter, Texas Trust Credit Union

Kristin DeLoach, Civic Committee Chairman

Jim Gilbert, Time Warner

Don Goldsmith, Grand Bank of Texas

Maria Gonzales, Allstate Insurance

Milt Highfill, JMH Printing Co.

Allan Hughes, Trader's Village

Mary Jean Maloney, Atmos Energy

Rudy Martinez, AT&T

Mike Medrano, Texas Roadhouse

Keith Mitchell, Wal-Mart

Paula Newman, Lone Star Park at Grand Prairie

Keith Odom, NOKIA Theatre at Grand Prairie

Norm Porter, Vought Aircraft Co.

Renaldo Ramirez, Sun Chemical

Brenda Reuland, American Eurocopter

Hannah Stone, Lockheed Missile and Fire Control

Emelda Valcarcel, Medical Center of Arlington

Mike Rose, Grand Prairie Ford

EX-OFFICIO

Kirk England, State Representative

Charles England, Mayor

Tom Hart, City of Grand Prairie

Earl Husfeld, GPISD Interim Superintendent

Clem Maddox, Comcast

Shana Nix, Arlington ISD

Bob O'Neal, City Economic Development

Billy Dunn, BDunn & Company, LLC

Clem Maddox, Time Warner

PAST CHAMBER CHAIRMEN WHO MAINTAIN ACTIVE BOARD STATUS

Lila Thorn, Hexter-Fair Title Co., (2006)

Roy Wilson, Northwood University (2005)

Jayne Christian, Creative Embroidery (2003)

Pat Watson-Capps, Watson & Assoc. (1986)

CHAMBER STAFF

RaDonna Hessel, President

Darcy Harris, Vice President

Greg Cashman, Membership Services

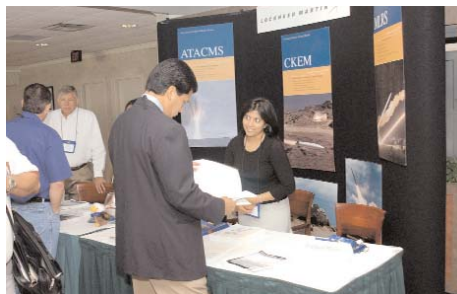
Kelly Giessner, Office Administrator

CONTRIBUTING PHOTOGRAPHER

Larry Barker, LaBark Photography

PROCUREMENT CONFERENCE AND TRADE SHOW

The Grand Prairie Chamber of Commerce is once again hosting a Procurement Conference and Trade Show, with sponsors Lockheed Martin Missiles and Fire Control, and Vought Aircraft Company. Businesses both large and small are encouraged to participate in the event, either as an attendee or vendor.



The goal of this event is to get small, medium and large companies together. For the Procurement event - large corporations will have their procurement officers there to assist other businesses with learning about their individual processes for buying or selling their products and services.

The Trade Show consists of businesses of all sizes, promoting their products and services to all attendees. No matter what size company, it can pay to be a part of this event.

Also during the day, seminars are held to assist businesses with a variety of topics including; Banking, Marketing and Government Contracts. You can attend, one, two or all three seminars during the day, or just come to visit the vendors, and eat lunch. The Chamber's monthly luncheon will also be held that day, with a speaker soon to be announced.

The vendor fee is \$200, and includes meals for two, along with a table and two chairs. The attendee fee is \$35 paid before February 16, and \$45 after. We encourage all of our Grand Prairie businesses to take part in this "Business" event.

Mark your calendars for Wednesday, February 21, 2007, 9:00 a.m. - 3:00 p.m. at Lone Star Park at Grand Prairie. Contact the Chamber office, or go on line to get either registration form at 972-264-1558 or www.grandprairiechamber.org.

CITY OFFERS CURBSIDE RECYCLING TO GRAND PRAIRIE SMALL BUSINESSES



GRAND PRAIRIE - Starting in March the City of Grand Prairie will offer small businesses curbside recycling - an option that can't be found just anywhere. According to the North Central Texas Council of Governments, Grand Prairie is likely the first North Texas city to offer the service.

"Our commercial customers who use our curbside trash pickups will now benefit from curbside recycling pickups," said Jim Cummings, City of Grand Prairie Environmental Services Director.

The subscription-based service will be offered to commercial bag customers for \$2 per month. About 700 commercial bag customers exist in Grand Prairie. Businesses with Dumpsters must still use a private company for their recyclables, but companies that generate only two or three bags of trash per collection qualify for the city's new curbside recycling program.

The cost of the program will be supported by the subscription charges.

To sign up, call Linda Clemens at 972-237-8061.



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