

## MEMBER LUNCHEON MEETING

1ST & 3RD TUESDAY, NOON

**LUNCHEON LOCATION:**  
Chamber luncheons are held at the Courtyard by Marriott at 1789 S. Eagle Road, and reservations are required.

### PROGRAM:

September 7: Education Advocates of SW Idaho

September 21: Candidate Forum

September 28: Candidate Forum

### LUNCHEON SPONSORS:

September 7: A-1 Heating & Air Conditioning

September 21: Idaho Urologic Institute

September 28: Brian Ballard—Hawley, Troxell, Ennis & Hawley

### CALENDAR OF EVENTS

September 1: A Special Breakfast for Congressman Walt Minnick, Courtyard by Marriott, 1789 S. Eagle Road, \$25, **RSVP Required.**

September 3: **First Friday Networking**, 7:30–8:30 am, Meridian Stars Dance, 195 S. Adkins Way Suite 105.

September 6: **Office closed for Labor Day.**

September 8: **Muffins & Membership**, 7:30–8:30 am. Location: Chamber office, 215 E. Franklin Rd. Networking, plus learn more about making your Chamber membership work for you! **RSVP required.**

*(continued on page 3)*

# General Election Candidate Forums in September and October

The Chamber's Government Affairs Committee is preparing to welcome candidates for six elected offices to our annual candidate forums. The forums will be held every Tuesday from September 21st through October 26th from noon to 1:30 pm at the Courtyard by Marriott in Meridian.

As of press time, two of the forums have been scheduled and confirmed:

- October 19th: 1st Congressional District
- October 26th: U.S Senator

Forums that are pending include the Governor's race, Superintendent of Public Instruction, District 14 Legislative seats and District 21 Legislative seats. Be watching your emails and the

*(continued on page 6)*

## Sponsors Needed for Candidate Forums

Because we have added additional luncheon meetings to present candidate forums to the membership, we also have luncheon sponsorships available for extra dates: October 12th and October 26th. As previously noted, we have scheduled the U.S. Senate Forum for October 26th.

If your company is interested  
*(continued on page 5)*

## Treasure Valley Chamber Connection

Mark your calendars for a special valley-wide networking event for members of the area's chambers of commerce: Treasure Valley Chamber Connection, to be held at Meridian's Courtyard by Marriott on Thursday, September 9th from 5:30-7:30 pm. A joint effort of the Meridian, Boise, Caldwell, Nampa, and Eagle Chambers, you will also

*(continued on page 6)*



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 E-Mail: [info@meridianchamber.org](mailto:info@meridianchamber.org)  
 Website: [www.meridianchamber.org](http://www.meridianchamber.org)

**BOARD OF DIRECTORS**

**OFFICERS**

**Chairman: Clint Shiflet** 888-1416  
*Bank of the Cascades* 887-4995  
 PO Box 328, Meridian fax: 887-4965  
[cshiflet@botc.com](mailto:cshiflet@botc.com)  
**Chair-Elect: DeAnna Ruehl** 288-1501  
*Washington Trust Bank* direct line: 884-2711  
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 2965 Tarpon Dr. Ste 170, Meridian [bruce@insurersofidaho.com](mailto:bruce@insurersofidaho.com)  
**Treasurer: Jorene Batali** 870-0986  
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 9364 W. Franklin Rd, Boise [juleslem@integra.net](mailto:juleslem@integra.net)  
**Dale Newberry** 888-7310  
*Micro 100 Tool Corp.*  
 1410 E. Pine Ave. [dnewberry@micro100tool.com](mailto:dnewberry@micro100tool.com)  
 Meridian  
**Rob O'Donahue** 467-8412 cell: 761-5644  
*NNU Center for Professional Development*  
 623 Holly St., Nampa [RJODonahue@NNU.edu](mailto:RJODonahue@NNU.edu)  
**Carol Rawlings** cell: 863-0086  
*Creative Balloons*  
 PO Box 6, Meridian [info@creativeballoonsofidaoh.net](mailto:info@creativeballoonsofidaoh.net)  
**Steve Sedlacek** 888-3999  
*Sanitary Service Inc.*  
 2130 W. Franklin Rd., Meridian [ssedlacek@sscwaste.com](mailto:ssedlacek@sscwaste.com)  
**Marilyn Whitney** 334-9572  
*Idaho National Lab-Boise Office*  
 702 W. Idaho Suite 310, Boise [marilyn.whitney@inl.gov](mailto:marilyn.whitney@inl.gov)  
**EX OFFICIO DIRECTORS**  
**Linda Clark (ex-officio)** 855-4540  
*Superintendent, Meridian School District*  
 1303 E. Central Dr., Meridian [clarkl@meridianschools.org](mailto:clarkl@meridianschools.org)  
**Tammy de Weerd (ex officio)** 884-2468  
*Mayor-City of Meridian*  
 33 E. Idaho Ave., Meridian [tdeweerd@meridiancity.org](mailto:tdeweerd@meridiancity.org)

**CHAMBER STAFF**

**President & CEO** ..... Teri Sackman  
[teri@meridianchamber.org](mailto:teri@meridianchamber.org)  
**Business Svcs Director** ..... Laurel Muenchausen  
[laurel@meridianchamber.org](mailto:laurel@meridianchamber.org)  
**Marketing/Communications**  
**Coordinator** ..... Celeste Newberry  
[celeste@meridianchamber.org](mailto:celeste@meridianchamber.org)  
**Executive Assistant** ..... Vickie Herr  
[vickie@meridianchamber.org](mailto:vickie@meridianchamber.org)

**MISSION STATEMENT**

**To Serve, Strengthen, and Promote  
 the Meridian Business Community.**



**Chairman's Message**

***"The Energy  
 is in Meridian"***

You never know when it will happen, and I know this will come as a shock to most of you, but I had an epiphany recently. I was sitting in the joint Economic Development/Government Affairs committee meeting and Todd Grande of **Sterling Savings Bank** said something that hit me like a ton of bricks. Todd said that the State needs to start a program called "We Do That in Idaho". Letting businesses know what other businesses in the State do so that we can do business with each other whenever possible.

I think we need to start that with our Meridian area businesses, we need to let people know "We Do That in MERIDIAN"! Did you know that the Chamber Member and Business Directory lists the members by business category? Starting on page 85, the yellow pages, you can find virtually anything you need from a member business.

For example, it's time for fall sports to start up, go see Jim Long at **Stadium Sporting Goods**. Or, if you're a typical man and have upset your wife or significant other, there are two jewelers and four florists listed. You can find anything from indoor shooting ranges to portable toilets; it's simply a wealth of information. I keep a directory in my truck and one in my office so I can patronize a member business whenever possible.

Meridian is no longer just a bedroom community for Boise. We are a thriving and progressive city that will lead the Treasure Valley out of its current economic cycle. When you need a product or service remember, "We Do THAT in Meridian".

*Clint Shiflet  
 Chairman of the Board*

### WHAT'S UP AT THE CHAMBER?

Planning, planning and cross-marketing! August is the month that the Board of Directors have their annual Strategic Planning Retreat, bringing together all existing Board members plus our newly-elected members who will take office in November. It's a great way to bring together history, experience, and new ideas all at once. Be watching in the months ahead for more information on what they came up with!

Staff has been planning candidate forums, the Treasure Valley Chamber Connection networking event, assisting the new Class of Leadership Meridian, and coming up with a new, exciting event for the early spring. We hope you're ready for some excitement, because that's what lies ahead.

The "cross marketing" comes in several places. One is the TV Chamber Connection-working with our friends at the other area chambers to come up with a valley-wide networking event to promote chambers of commerce in general, and expand our members' networking opportunities. We're also working on an educational event for Meridian's youth leaders, which involves a partnership with the City, students, and member businesses.

Clint's message really highlighted the cross marketing theme for me, because while we want members to "do business" with members, and refer each other, you can also work together in marketing your businesses! For example, those florists and jewelers he mentioned could be putting together some nice packages for Christmas or Valentine's Day or just a special promotion, and if they added in our member chocolatier or balloon specialist, you could really please your wife or significant other!

We see cross marketing all of the time, like our hotels working with **Roaring Springs/Wahooz** to do vacation packages. Or our restaurants providing menus and coupons to the hotel desk clerks to get dinner referrals. But any business can do it, team up a retailer and a service business, two retailers, two complementary service businesses.....there are lots of options. Are you expanding your market by working with another member who has a complementary business? It's a great way to introduce yourself to new clients through someone they already do business with. Or, it's a great way to increase your business by offering something special from another business to your existing clients.

Would you like to talk more about cross marketing your business? Just give Teri or Celeste a call at the Chamber office. We'd love to help you explore some ideas and give your business a little boost!

*Ben Franklin: Too many people are ready to carry the stool when the piano needs to be moved.*

Teri Sackman  
President & CEO

## September Harmon Chiropractic Ambassador of the Month

Congratulations to our **Harmon Chiropractic** Ambassador of the Month, **Diana Reynolds, Relationship Banking Officer for Bank of the Cascades**, who will be honored by our sponsor, Dr. Jefferson Harmon, during the September 7th luncheon. Diana shared: "Being fairly new to the Ambassador program I have enjoyed the opportunities it's provided me to mingle with and learn more about other members and the businesses they serve. I'm excited to be part of a Chamber and community that's constantly changing and growing."

Special thanks to Dr. Jefferson Harmon of Harmon Chiropractic for being our Ambassador of the Month sponsor for the 3rd quarter of 2010.

### CALENDAR OF EVENTS CONTINUED:

**September 9: Treasure Valley Chamber Connection**, 5:30 – 7:30. Courtyard by Marriott, 1789 S. Eagle Road

**September 16: Business After Hours**, 5:30 – 7:00 pm, Edward Jones – Office of Chris Klein, 1820 N. Lakes Place

**September 16: Ribbon cutting**, 5:00 pm, Jeri Olearain, Math & Reading Tutor, 1801 N. Lakes Place

**September 17: Ribbon cutting**, 9:00 am, University of Phoenix, 1422 S. Tech Lane.

**September 21: Ribbon cutting**, 1:30 pm, Rehab Authority, 3551 E. Overland Rd.

**Friday, September 24**, 11:30 am Ribbon-cutting at McDonald's, 3251 E. Ustick Rd.

# Committee Reports

The Membership/Ambassador Committees met on July 27th. They signed up to be buddies for new members, volunteered to greet at the upcoming breakfast for Congressman Minnick and the Treasure Valley Chamber Connection event, and discussed a new promotional piece for member recruiting.

The Economic Development and Government Affairs Committees met on August 10th with State Senator Chuck Winder and State Representative Marv Hagedorn. The legislators discussed the new Legislative Business Caucus, whose goal it is to make it easier for businesses to thrive in the State of Idaho. They discussed taxes, incentives, education funding (K-12 and higher education), State investment in economic development and transportation, and other issues. They discussed the commitment of the State's leadership to help existing businesses expand and grow here, as well as efforts to make the State attractive to new businesses.

The Transportation Committee met on August 13th with representatives of COMPASS and the City of Meridian, to hear about a grant application to rebuild the Meridian Interchange. The application is for a federal TIGER II grant, specified for transportation projects and job creation. This will be the sole application from ITD, but they were told that many projects funded through the earlier TIGER I process received funds because they had matching financial support from the states and localities of the projects. Those present were asked to consider pledging financial support as well as written support for the project, as part of the application.

# New Training Available

The **Idaho Department of Labor** will kick off their fall season of training on Tuesday, September 14th, 7:30 – 9:30 am at the **Joint School District No. 2** offices located at 1303 E. Central Drive. The topic for September is: Health Care Reform, What does it mean for your company and employees? Reservations are required and the cost is \$15, continental breakfast included. To RSVP please contact John Russ at 208-364-7785 ext. 3303 or e-mail [john.russ@labor.idaho.gov](mailto:john.russ@labor.idaho.gov).

**Relly Local** will be hosting two days of training on Tuesday, September 14th & September 21st. Each day will include several class options including: Internet Marketing Tips 101, Networking for Introverts, Marketing on a Shoestring Budget & Business Boot Camp Marketing. Classes will be held at The Ground Floor, 136 E. Idaho Ave in Meridian. For more information on the classes available and registration please contact Nathan Wyatt at 208-965-8223 or register online at: [www.MotivatingUS.com](http://www.MotivatingUS.com).

## Committee Meetings:

All noon meetings require reservations for lunch orders. All meetings are to be held at the Chamber office unless otherwise noted.

- Thursday September 2nd: Economic Development, 12 noon, Bank of the Cascades.  
Friday September 10th: **Pending** ... Transportation, 7:30 am, Meridian City Hall.  
Tuesday September 14th: Government Affairs, Meridian Chamber Office.  
Tuesday September 28th: Membership/Ambassador, 12 noon, Washington Trust Bank.



**884-0027**

- Construction Managers
- General Contractors
- Design Builders

[www.beniton.com](http://www.beniton.com)

# Networking Events

August's First Friday at **Ellison Family Chiropractic** had a great turnout. Guests were treated to a healthy breakfast and valuable information from Dr. Ellison. Thank you to Rebecca & Dr. Ellison for a wonderful morning of networking and prizes.

August Business After Hours at **University of Phoenix** was a great chance to view and tour their new beautiful building in west Meridian, as well as network with members and their guests. Their new "green" building was designed and built to be environmentally friendly and energy efficient, has a new large computer lab and private study rooms. Thank you to **Christine Rood** and the **U of P** staff for their hospitality and **Carino's** for the great food.

Our September First Friday sponsor will be **Meridian Stars Dance**. Please join owner Tina Wayman on September 3rd, 7:30 – 8:30 am, 195 S. Adkins Way Suite 105.

September Business After Hours will be held on the 16th at **Edward Jones** – the office of Chris Klein, 1820 N. Lakes Place. Chris always puts on a great event, so please come join him & his staff for an evening of wonderful food and networking.

# Leadership Meridian, Class of 2010-2012

Congratulations to the following people who have been selected to participate in our Leadership Meridian program from September 2010 through May 2012:

- Charlotte Borba, Business Banking Relationship Manager, **U.S. Bank**
- Luke Cavener, Community Liaison, **City of Meridian**
- Elisha Figueroa, MACD/Community Services Coordinator, **Meridian Police Dept.**
- Scott Gibbons, DC-Chiropractic Physician, **BridgeTower Chiropractic**
- Vickie Herr, Executive Assistant, **Meridian Chamber of Commerce**
- Jaymi Hugo, Real Estate Loan Coordinator, **Washington Trust Bank**
- Bill Johnson, Deputy Chief, **Meridian Fire Department**
- Bernadette Keefe-Sexton, Grant Facilitator/Academic Coach, **Joint School District #2**
- Ben Klotthor, Business Relationship Manager, **Wells Fargo Bank**
- Tammy Lanore, Loan Officer, **Eagle Home Mortgage**
- Lew Manglos, Commercial Broker, **Colliers International**
- Doug Mason, Safety/Customer Service Manager, **SSC**
- Reacheal O'Harra, owner, **The Sign Center**
- Kelly Parker, Assistant Branch Manager, **Bank of the Cascades**
- Caroline Pavlinik, Business Development Director, **ESI Construction**
- Deb Rippey, Administrator of Professional Development, **Joint School District #2**
- Angie Wecker, Customer Service Manager, **Home Federal Bank**

This year's Leadership Meridian Program will begin on Thursday, September 9th with Team Day. The membership looks forward to hearing reports on the program at the Chamber luncheons.

## SPONSORS NEEDED FOR CANDIDATE FORUMS

*(continued from front page)*

in hosting one of these candidate forums, receiving all of the regular benefits of luncheon sponsorship, please contact Celeste or Vickie at the Chamber office at 888-2817. This is a great opportunity to get in front of a lot of Chamber members and promote your business!

# Members in the News

**ZGA Architects & Planners** has hired James Koenig and Brenda LeAnne Brosa. Koenig joins the firm as a project architect/manager with many years of experience. He is a licensed architect in several states and is a member of the American Institute of Architects and is NCARB-certified. Brosa is a project architect and worked for a variety of architectural firms in Kansas and Chicago before returning to her native Idaho. She is a licensed architect in Idaho & Missouri and is NCARB-certified. NCARB stands for National Council of Architectural Registration Boards.

Kelly Hendrix and Neal Ruzicka, owners of **D & B Supply Company** were awarded the Seven Seals Award by Clare Gaylord, ESGR State Vice Chairman in June. D & B was presented the award for their outstanding support rendered to Idaho's National Guard and Reservists.

Brian Ballard of **Hawley Troxell Ennis & Hawley** was recently listed in the 2011 edition of Best Lawyers in America. Mr. Ballard is in real estate law and has been a member of the Meridian Chamber since 2008.

Congratulations to the following members who have been named finalists for the Better Business Bureau's 2010 Integrity Counts! Awards: **John's Auto Care Center** and **Les Schwab Tire Centers** in Meridian, and **Oasis Interactive** and **Signs by Tomorrow** in Boise.

# You Just Can't Beat Meridian!

*By Teri Sackman, Chamber President*

I went out to my car to run a quick errand and "horrors of horrors", my battery was dead! I called my friends at **Paul's Service** across from the Chamber office, and within 5 minutes, Randy was there to give it a jump start. I drove my car to his station so he could check out the problem, and sure enough that battery was gone....but he told me the alternator was fine. (The silver lining). Randy didn't have the particular battery I needed, but he gave me another jump and sent me off to **Interstate Batteries**. The staff at Interstate couldn't have been nicer, taking my car in and replacing the battery (and double checking that alternator!) all within 15 minutes.

Now, where else could the occasion of a having a dead battery been a pleasant experience?! Only in Meridian, where small businesses still go the extra mile for their customers, whether they are a new customer or one of long-standing.

## CHAMBER CONNECTION

*(continued from front page)*

have the opportunity to meet business people who are members of the Kuna and Star Chambers. Food for the event will be provided by member restaurants from the participating Chambers, as well as wine tasting by member wineries. Meridian is pleased to announce **Texas Roadhouse, Indigo Café, Louie's Pizza & Italian Restaurant, Don Diego's and Indian Creek Winery** will all be joining us for the evening. A no-host bar will be available, featuring the wines from participating wineries.

We hope to make this an annual event where businesses who are big supporters of their chambers can meet like-minded people from other areas, build new relationships, and show the advantages of Chamber membership. The event will travel from commu-

nity to community, and Meridian, with the generosity of the Courtyard by Marriott, is proud to be the initial host community.

## GENERAL ELECTION

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calendar on the Chamber website for updates.

The Government Affairs Committee offers these forums so members can hear the positions of the candidates on issues of primary importance to the business community. They encourage you to attend the forums to learn more about the candidates before you vote on November 2nd.

This year the Eagle Chamber of Commerce will be joining us for these luncheons to give their members the opportunity to hear the candidates as well.

# Welcome New Members

Welcome to the following businesses and individuals who have recently joined the Chamber.

**A NEW EXPERIENCE  
UNITED METHODIST  
FAITH COMMUNITY**

**Phone: 631-7636**  
2465 E Omera Street      [teresa-eklesia@msn.com](mailto:teresa-eklesia@msn.com)  
Meridian, ID 83646  
*Teresa Adams, Pastor*  
Church

**BEHLEN MFG CO**      **Phone: 288-0932**

2971 E. Copper Point  
Meridian, ID 83642      [Dr sheryl.cattau@behlenedge.com](mailto:Dr sheryl.cattau@behlenedge.com)  
*Sheryl Cattau, Sales Manager*  
Fabrication-Steel; Pre-Engineered Metal Buildings;  
Steel Fabrication

**BLIMPIE AMERICA'S  
SUB SHOP & SURF CITY**

**SQUEEZE SMOOTHIES**      **Phone: 855-0123**  
3223 E. Louise Drive Suite 102      [uzzelsavage@aol.com](mailto:uzzelsavage@aol.com)  
Meridian, ID 83642  
*Shelley Uzzel Savage, Owner*  
Catering; Restaurant

**COMMERCIAL TIRE**      **Phone: 288-0981**

100 W. Pennwood Street      **Fax: 288-0986**  
[sbrinkley@commercialtire.com](mailto:sbrinkley@commercialtire.com)  
Meridian, ID 83642  
*Seth Brinkley, Manager*  
Tires

**DALE H. BRACKEN ASA**      **Phone: (818) 378-6871**

712 E. Kaibab Trail Dr      [dhbracken@aol.com](mailto:dhbracken@aol.com)  
Meridian, ID 83646  
*Dale Bracken, Principal*  
Appraisals-Construction, Equipment & Machinery

**DANCE ARTS ACADEMY**      **Phone: 345-4832**

2989 Copper Point Drive      [info@danceartsboise.com](mailto:info@danceartsboise.com)  
Meridian, ID 83642  
*Dotty Hancock, Owner/Director*  
Dance Instruction; Birthday Parties

**NAKED GLOW**      **Phone: 888-5200**

132 E. Fairview Ave      [amoone@intesure.com](mailto:amoone@intesure.com)  
Meridian, ID 83642  
*Anna Duletsky, Operations*  
Cosmetic/Beauty Products; Skin Care; Tanning

**OLEARAIN, JERI**      **Phone: 906-2188**

1801 N. Lakes Street      [jolearain@yahoo.com](mailto:jolearain@yahoo.com)  
Meridian, ID 83646  
Tutoring-Reading/Math

**PROFESSIONAL**

**GRAVE GROOMERS**      **Phone: 322-3446**

6208 N. Park Meadow Way #101      **Fax: 1-866-731-8886**  
Boise, ID 83713      [customerservice@progravegroomers.com](mailto:customerservice@progravegroomers.com)  
*Todd Halsey, Member*  
Monument Cleaning; Stone Maintenance

**VRI TECHNOLOGY**      **Phone: 871-8595**

10885 Hiddenbrook      **Fax: 1-81-841-8595**  
Star, ID 83669      [denver@VRITechnology.com](mailto:denver@VRITechnology.com)  
*Denver Barfuss, President*  
Computers-Backup Solutions; Website Design;  
Website Hosting

Welcome Back to the Chamber to the following Businesses & Business Professionals:

**BROWN MACKIE**

**COLLEGE**      **Phone: 321-8800**

9050 W. Overland Rd #100      **Fax: 375-3249**  
Boise, ID 83709      [ddrinkall@brownmackie.edu](mailto:ddrinkall@brownmackie.edu)  
*Denyce Drinkall, Senior Director of Admissions*  
College & Universities

**EDIBLE ARRANGEMENTS**      **Phone: 433-9911**

9140 W. Emerald Street Suite 700      **Fax: 377-3511**  
Boise, ID 83704      [id497@dofruit.com](mailto:id497@dofruit.com)  
*Donn Morris, President*  
Fresh Sculptured Fruit