

March 2011

## WILLCOX CHAMBER OF COMMERCE & AGRICULTURE

# CHAMBER NEWS



Willcox Chamber  
of Commerce & Agriculture

### 2011 BOARD OF DIRECTORS

#### EXECUTIVE BOARD

**Kees Rodenburg, President**  
EuroFresh Farms

#### BOARD

**Cory Alexander**  
Simflo Pumps  
520-384-2273

**Jan Kortsen**  
Shotton Insurance  
520-384-3635

**Kelly Stamback**  
Stamback Septic  
520-384-4468

**Lana Estes**  
Valley Telecom Group  
520-384-2231

**Lisa White**  
Western Bank of Lordsburg  
520-766-3521

**Monica Hogue**  
Rustic Rooster  
520-384-0400

**Revonda Laws**  
AEPCCO  
520-586-3631

**Ron Bastian**  
Radio Shack  
520-384-2520

**Sara Nolan**  
Rex Allen Theatre  
520-508-2221

**Wayne Crane**  
SSVEC  
520-384-5510

#### EX-OFFICIO

**David Bonner, President**  
City of Willcox

**Dr. Richard Rundhaug**  
Willcox Unified School Dist.

**Pat McCourt**  
Willcox City Manager

## Kees Rodenburg, President

Lets communicate!

During our board retreat on January 28 we brainstormed about ways to improve the performance of the Chamber in the future. One of the points of improvements we recognized was better communication. In our fast IT- era the information stream is rapidly growing to a point that we sometimes still don't get the message. A lot of messages get over communicated while others do not always reach their destination. For good communication two things are very important: the sender and the receiver. If the message send is incomplete or blurry the receiver can have all equipment in place to receive the message but will still achieve not the ultimate result. If the message is clear but the receiver can't hear it or does not know where to look for it we don't have results either. There is definitely room for improvement here!

As staff and board members it is our job to talk about the Chamber with our members and people in the community. We need to make ourselves more available. Phone numbers of board members and staff are listed. Call them if you have questions, concerns or suggestions.

In the visitor center we can find out what's going on in Willcox and the surrounding area. It is not only for tourist but people from the area can find valuable information at the visitor center as well. Give it a try!

The Newsletter is there to inform all members about what's going on in the community for the upcoming months.

The website [www.willcoxchamber.com](http://www.willcoxchamber.com) contains a lot of information for our members and the public. Event calendar, business listings, tourist information etc. It is our goal this year as staff and board of the Chamber to improve the ways of communication. I want to ask you members of the Chamber to do the same. If sender and receiver are improving their performance we will have better results.

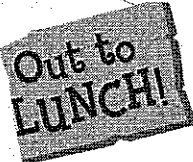
**Let's communicate!**

### Chamber Community Luncheon

You're invited to join us on March 1, 2011 at 12:00 Noon at the KIVA Room in the Quality Inn for our community luncheon.

Our program will be presented by Cory Alexander of Simflo Pumps. Feel free to bring a friend.

Please R.S.V.P. your attendance to Teresa at 384-2272.



# Thank You For Investing in Your Chamber of Commerce

We would like to thank the following businesses/individuals for beginning or renewing their membership in the Willcox Chamber of Commerce & Agriculture from January 29th through February 24th, 2011. We appreciate your commitment.

Arizona Range News  
BNB Laudromat (formerly AE's)  
Bucko's Coffees  
Cochise Community Foundation  
Vince & Eileen Dimiele  
**Extended Hands Ministry (New Member)**  
JimGlo Trailers  
**Joe's Car Care (New Member)**  
Motel 8 - Bhakta Corporation  
National Environmental Solutions, LLC  
Southeast Arizona Food Bank Warehouse  
Willcox Hometown IGA  
Willcox Self Storage

## MARTY ROBBINS TRIBUTE

March 4th & 5th

For  
information  
contact  
Juanita Buckley  
at 520-766-1404



## SSVHS



Dessert Night  
The Sulphur  
Springs Valley His-  
torical Society's  
Dessert Night on  
Saturday, March  
19th—  
6:00—8:30 p.m.  
Tickets are \$8 at  
the door.

At the Board Retreat in January the board approved the 2011 Budget. If you have questions we welcome your call.

	<u>2011 Budget</u>	<u>2010 Budget</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>			
3005 · Advertising Income	1,200.00	1,080.00	11.11%
3020 · Bed Tax	69,600.00	71,000.00	-1.97%
3030 · Contributions/Donations	1,100.00	1,000.00	10.00%
3040 · Gift Shop Sales	19,700.00	14,800.00	33.11%
3045 · Gift Shop Consignment Sales	0.00	600.00	-100.00%
3060 · Membership Dues	22,500.00	25,000.00	-10.00%
Use of Contingency funds	1,400.00	0.00	100.00%
<b>Total Income</b>	<u>115,500.00</u>	<u>113,480.00</u>	
<b>Cost of Goods Sold</b>			
4010 · Gift Shop Cost of Goods Sold	9,850.00	7,400.00	33.11%
4020 · Gift Shop Consignment Purchases	0.00	450.00	-100.00%
<b>Total COGS</b>	<u>9,850.00</u>	<u>7,850.00</u>	
<b>Gross Profit</b>	105,650.00	105,630.00	
6100 · Advertising	2,090.00	3,200.00	-34.69%
6150 · Auto and Truck Expense	1,920.00	2,160.00	-11.11%
6320 · Conferences	1,250.00	1,250.00	0.00%
6350 · Contributions	360.00	300.00	20.00%
6400 · Credit Card Fees	480.00	480.00	0.00%
6550 · Dues and Subscriptions	510.00	820.00	-37.80%
6600 · Employee Benefit Programs	1,270.65	1,514.44	-16.10%
6640 · Entertainment and Meals	1,560.00	1,500.00	4.00%
6650 · Equipment Rental	2,532.00	2,520.00	0.48%
6750 · Health & Life Insurance	7,200.00	6,600.00	9.09%
6800 · Insurance	2,700.00	2,700.00	0.00%
6820 · Insurance - Workman's Comp	350.00	350.00	0.00%
6830 · Internet	576.00	564.00	2.13%
6950 · Legal	0.00	100.00	-100.00%
7000 · Licenses, Fees and Permits	20.00	20.00	0.00%
7050 · Miscellaneous	360.00	360.00	0.00%
7151 · Security Services	408.00	408.00	0.00%
7200 · Postage and Delivery	1,350.00	1,470.00	-8.16%
7220 · Printing & Publications	1,200.00	1,100.00	9.09%
7300 · Repairs and Maintenance	1,080.00	1,200.00	-10.00%
7400 · Salaries and Wages	65,950.88	66,583.09	-0.95%
7451 - Computer	1,975.00	600.00	229.17%
7453 - Awards & Plaques	310.00	310.00	0.00%
7450 · Supplies - Other	3,000.00	3,300.00	-9.09%
<b>Total 7450 · Supplies</b>	<u>5,285.00</u>	<u>4,210.00</u>	
7500 · Taxes - Payroll	6,032.24	6,080.61	-0.80%
7600 · Telephone			
7610 · Lease Equipment	612.00	612.00	0.00%
7600 · Telephone - Other	2,400.00	2,340.00	2.56%
<b>Total 7600 · Telephone</b>	<u>3,012.00</u>	<u>2,952.00</u>	
7750 · Utilities	5,400.00	5,400.00	0.00%
<b>Total Expense</b>	<u>112,896.77</u>	<u>113,842.13</u>	
<b>Net Ordinary Income</b>	(7,246.77)	(8,212.13)	
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Apple Festival - Net	1,000.00	1,000.00	0.00%
Cowboy Hall of Fame - Net	3,000.00	4,000.00	-25.00%
Fundraising	2,800.00	2,800.00	100.00%
Other Events	500.00	500.00	0.00%
<b>Net Other Income</b>	<u>7,300.00</u>	<u>8,300.00</u>	
<b>Net Income</b>	<u>53.23</u>	<u>87.87</u>	

for visitors  
and attracting and providing  
encouraging economic development,  
together... By building community,

**MISSION/VISION  
STATEMENT**

Teresa Palmer, Receptionist

Connie Bonner, CPA

Kathy Smith, Executive Director

Staff—

Web Site: [www.willcoxchamber.com](http://www.willcoxchamber.com)

E-mail: [willcoxchamber@vic.net](mailto:willcoxchamber@vic.net)

Phone: (520) 384-0293

Fax: (520) 384-2272

Willcox, AZ 85643

1500 N. Circle 1 Rd.

of Commerce & Agriculture  
**Willcox Chamber**



CARQUEST  
WILCOX REAL ESTATE  
COMPANY

THANK YOU TO OUR  
BRONZE MEMBERS



# March 2011

SUN	MON	TUE	WED	THU	FRI	SAT
		1 Community Lunch at the KIVA Room— 12:00 noon	2 Rotary meets at noon at the Elks Dinner Theater at the	3	4 Marty Robbins Tribute—Railroad Park	5 Marty Robbins Tribute & Concert at Willcox High School
6	7 City Council—7:00 p.m. Council Chambers	8	9 Rotary meets at noon at the Elks	10	11	12
13	14	15	16 Chamber Board of Directors Meeting— 7:30 a.m.	17	18	19 SSVHS Dessert Night at the Commu- nity Center—6:00 p.m.
20	21 City Council— 7:00 p.m. at Council Chambers	22	23 Rotary meets at noon at the Elks	24	25	26
27	28	29	30 Rotary meets at noon at the Elks	31		

For further dates check out the Community Calendar on our web site