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*At Gov. Ducey's EVCCA breakfast with (L to R) Tempe Chamber President / CEO **Anne Gill**, Board Member **Jenna Rowell**, Former President / CEO **Mary Ann Miller**, Business Development Director **Joanne Stockdale** and **Renee Lopata**.*

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***Our office is closed today, Jan. 16, in observance of Martin Luther King, Jr. Day***

## Helping You Succeed

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### Prop 206 Survey Underway - Business Feedback Needed

Chambers of Commerce across the state of Arizona are embattled in a lawsuit against Proposition 206 - the minimum wage and paid time off increase that went into effect on January 1.

Next month, the Supreme Court will decide if they will take jurisdiction of the case or send it to the Court of Appeals.

As we prepare our next steps, we need to hear from our Tempe Chamber of Commerce members to learn how you are going to adjust to these new requirements. We have created a short, 9-question survey for you to voice your thoughts and concerns. The deadline to participate is Jan. 20. [Learn more](#)

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### Even Stevens New Tempe Location Gives Back to the Community

For many restaurants and cafes, it can be hard to build the perfect sandwich. For many businesses, it can be a challenge to find the right balance of maintaining profits and giving back to the community.

But the newest member of the Chamber has found the answer to both.

Originally founded in Salt Lake City in 2014, Even Stevens was built on the idea of not only serving award-winning sandwiches and café food, but also giving back to the community in an impactful and meaningful way. [Learn more](#)



### East Valley Chambers Release Legislative Agenda

The East Valley Chambers of Commerce Alliance (EVCCA) has released its legislative priorities for 2017. Four key areas influence the Alliance's specific positions and are considered crucial to build Arizona's economy: lowering the cost of doing business, increasing private sector jobs, building a trained workforce and efficient and effective government. This agenda represents the collective voice of the East Valley business community. [Learn more](#)

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## Tempe Chamber Names Chris Samuels to Communications Director Position

Chris Samuels has been hired as the new Communications Director of the Tempe Chamber of Commerce.

Prior to starting at this position on Jan. 3, Samuels was a photojournalist for several Utah newspapers, including the Deseret News in Salt Lake City. Samuels graduated with BA degrees in communication and international studies from the University of Utah.



"We are so excited to bring Chris on to the team and have him share the stories of Tempe's businesses," said Anne Gill, Tempe Chamber President and CEO. "Chris wants to advocate and support the growth of business in Tempe through his skills in writing, social media and photography. He will be a valuable and effective member of the chamber and the community." [Learn more](#)

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## Legal Expert Explains Prop 206 Rules This Thursday

This Thursday, the Tempe Chamber is bringing in an expert litigator with Gammage and Burnham to educate and inform the business community how they can best comply with the new regulations. He will discuss the many concerns that businesses have about new labor regulations, paid sick time, vacation time and more. The luncheon training workshop takes place on Jan. 19. [Learn more or RSVP](#)

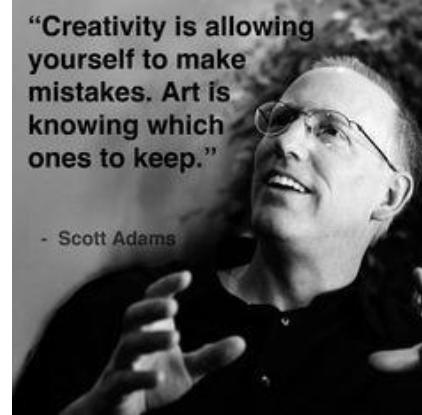
Proposition 206 raised the state minimum wage and also entitles employees to earn paid sick time. The Industrial Commission of Arizona has published answers to frequently asked questions. [Read the FAQs here.](#)

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## How To Know Your Product Will Succeed

By Scott Adams, *Dilbert.com*

I've started dozens of businesses if you count the ones that died before they even got named. And that experience has given me a fairly reliable pattern for predicting which types of products will succeed. At least I hope it is reliable. So far it has been spot-on. The pattern is this: Look for unexpected positive physical action from potential customers. I'll have to give you several examples before you can see what I mean. [Learn more](#)



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## Tips To Connect Meaningfully With Prospects

By Danny Wong, *Entrepreneur*

All salespeople have heard the term "build rapport" more times than they can count, and for good reason: Rapport is a critical element of any sale. But if your competitors are already doing it, and well, you have to do it better to outsmart those competitors and win over those clients.

How do you build rapport? Establish instant rapport with prospects by showing you understand their company and industry, actively listening, delving deeper into their business needs, and finding cost-free ways to add value to their working lives. Here are four ways to do just that. [Learn more](#)

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## Governor Ducey Releases Regulation Rollback Survey

As part of the State of the State address, Gov. Doug Ducey promised sweeping reforms on the way Arizona business owners establish or expand a business. Now, Gov. Ducey has introduced a website called [redtape.az.gov](http://redtape.az.gov) to help eliminate obstacles for business. It enables the public to report regulations or laws that are deemed too out-of-date or obstructive to forming business, as long as they don't harm public health or safety. Ducey's goal is to eliminate 500 regulations by the end of the year. Are you struggling with a regulation that may be obsolete? Fill out the form [Learn more](#)



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## Setting Goals That Work

By Margo Brown, *Wave Productivity*

Many are breathing a sigh of relief after the hectic holiday season, while others

are feeling melancholy that it all came and went so quickly. But in most cases, people are now buckling down and becoming re-inspired to set some new goals and create resolutions that they can keep. Here six helpful tips for accomplishing your goals once and for all. They start with identifying your priorities and planning to achieve them. [Learn more](#)

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## Get Involved

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### Free Chance to Market Your Business to International Visitors

Here's a chance to get your restaurant, store, business or service in front of international students. ASU's office of Global Outreach and Extended Education will be hosting 44 students from South East Asia through the Young South East Asian Leaders Initiative (YSEALI). ASU is putting together 'home' baskets with products and information brochures that they can use while they are living in Tempe. They will be living in a hotel for 5 weeks, eating out and finding activities to do in the area. Any coupons or samples of items you can provide in quantities of 44 will be added to the baskets. The deadline to drop off your samples, brochures, coupon, etc. is Feb. 15. Items must be mailed to or dropped off at the Tempe Chamber office. For more information [email Lety Rodarte](#).

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### Recycle-A-Bicycle Needs Donations

Tempe's Recycle-a-Bicycle program needs your old bikes. All used bikes are welcome, even if they are in need of repairs or new tires. The pilot program is a partnership between the City of Tempe and Tempe Elementary School District #3. Gilliland students refurbish the bikes and learn to repair, maintain and safely ride them. You can help by donating used, rideable bicycles of all sizes and types. The program is also in need of new and used bike parts and new and used repair stands. [Learn more](#)

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### Business Development Council Offers Chance to Grow Network and Skills

The Tempe Chamber of Commerce offers the chance to collaborate with other business leaders through one of our many committees. Varied in purpose and scope, each offers unique and valuable opportunities to become involved and grow your network and skill set. [Learn which one is right for you.](#)

This month's featured committee is the Business Development Council. Its

purpose is to develop and update business knowledge resources offered by the Tempe Chamber and to empower businesses to grow and thrive. [For more information click here.](#)

To attend a meeting as a guest - no strings attached - email sean@tempechamber.org with "Business Development Council" in the subject line.

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## Member News

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### ASU, APS Partner to Increase Solar Energy Output

ASU is partnering with Chandler-based PayPal to become a major purchaser of energy from APS's largest solar plant to date, which was unveiled to the public Wednesday. Located 30 miles south of Casa Grande, the Red Rock Solar Plant will produce 40 megawatts of energy. With this addition, ASU now produces over 50 megawatts of solar power to use for their campus, and has a goal to have 30 percent of their electricity come from renewable sources by the end of the year.

[Learn more](#)

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### Tempe Honors Individuals, Community Groups with MLK Awards

With attention turning toward the life and legacy of Martin Luther King, Jr. this weekend, local residents and groups will be honored with the city's annual MLK Diversity Awards at a brunch this morning. Six individuals, including ASU professor Dr. Neal Lester, community organizer and former Tempe Leadership member Jay Scherotter, as well as four Tempe high school student leaders will be honored. Organizations receiving the award are Challenge Day School Coordinators, Dayspring United Methodist Church and the Hood 2 Hood Foundation. [Learn more](#)

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### Do You Have News?

Is there something exciting going on in your business? Maybe you had a big achievement? Did a team member join a board? Are you offering new services? If there is something you want the Tempe Chamber community to know, just add a Status Update in our [Member Information Center](#). Don't have a login? Just reply to this email and we will help you.

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## Member to Member Deals

Our members are offering special deals exclusively to their fellow chamber members. From massages to hotel stays, banking to education, shopping to marketing, there is something for everyone. [Check out the current deals.](#)

Do you want to offer something to members? [Log in to our Member Information Center](#) and get started. If you need assistance logging in, please reply to this email.



**SHOWCASE YOUR BUSINESS**

**2016 advertising opportunities now available**

**>>> click to start**

**Community News**

## Marcos de Niza High School Gets \$100K Grant

Tempe's Marcos de Niza High School will soon benefit from a \$100,000 grant to refurbish its football field. The funding has been awarded by the NFL Foundation/LISC Grassroots Program, a partnership between the NFL Foundation and Local Initiatives Support Corporation (LISC). The program provides middle or high schools and non-profit neighborhood-based organizations in low-to moderate-income areas, with financial and technical assistance to improve the quality, safety, and accessibility of local football fields. LISC said the Arizona Cardinals have included the NFL Grassroots Program as one of their community relations initiatives and it is through the generous contributions of the NFL teams that this program is possible. [Learn more](#)

## Tempe Streetcar Plans on Track for 2020 Completion

A Valley Metro Rail extension into Tempe that has been in the works for some time now has reached a milestone for completion, according to an article in the Wrangler News. Project leaders finalized a contract with Stantec Consulting Services to work on the final designs for the line, which will travel along Rio Salado Parkway, loop around Ash Avenue and Mill Avenue, and continue along

Apache Boulevard until Dorsey Lane. Construction is slated to begin later this year and continue until the projected opening of 2020. [Learn more](#)

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## Tempe Ranks in Top 10 Best Cities for Jobs

For those looking to hire or be hired, Tempe can be the ideal city for 2017. A new study by Wallethub ranks Tempe the ninth best city in the nation for jobs, based on a series of key indicators such as job opportunities, growth and income. The report is indicative for the entire Valley, with Scottsdale leading the nation and Chandler placing seventh, with Peoria 11th and Gilbert 18th, respectively. Cities in the Valley also finished in the top rankings for highest median annual income, adjusted for cost of living. [Learn more](#)

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## Salary Negotiation Training for Women Offered

Tempe is offering training classes aimed at helping women negotiate salaries that reflect the value of their experience, skills and education. They are part of the city's Equal Pay initiative and are designed to help community members build confidence and skills around salary negotiation, market worth, tools of persuasion and business strategies. Each class features the same information and all will take place in the



Business Resource and Innovation Center at the Tempe Public Library. The planned classes will take place monthly through May on various dates. [Learn more](#)

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## Get Social with the Tempe Chamber







*Use **#TempeChamber** when you are posting on social media to show your pride in your membership. You may even get a like, retweet or repost!*

**Tempe Chamber of Commerce**

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