



The Business Pulse

September / October 2010 Issue

323 N. Meridian, Ste A - PO Box 1298 - Puyallup, WA 98371

Phone: 253.845.6755 - Fax 253.848.6164 - www.puyallupsumnerchamber.com

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PUYALLUP FAIR
— & —
Events Center

YOUR PUYALLUP / SUMNER CHAMBER OF
COMMERCE IS:

Promoting a strong local economy

Creating networking opportunities

*Providing the tools, resources and
information you need to grow your
business*

*Engaging in political action that
supports your business*

Chamber Calendar of Events

Pre-register online at <http://www.puyallupsumnerchamber.com>
for EXPRESS CHECK IN at all events or click on the links below

SEPTEMBER 2010

Friday, September 10th - **Chamber Luncheon**
Speaker: Anthony R. Hemstad,
Executive Director, World Trade Center Tacoma
Sponsor: Red Canoe
Caterer: Mama Storini's

Thursday, September 16th - Wine @ 5
Hosted by: Holiday Inn Express - Sumner

OCTOBER 2010

Friday, October 8th - **Chamber Luncheon**
Featuring: Candidate Forum
Sponsor: BECU
Caterer: Ram International Catering

Thursday, October 21st - Wine @ 5
Hosted by: BECU

Thursday, October 28th - **Ribbon Cutting**
5:30pm at 1st Security Bank
307 W Stewart St., Puyallup, WA 98371

Save The Date



**Chefs' Night Out
November 6, 2010**

REGISTER TODAY!

UPCOMING RIBBON CUTTINGS



Thursday, October 28, 2010

1st Security Bank
307 W. Stewart St
Puyallup, WA 98371
5:30pm

If you are interested in a ribbon cutting ceremony, please contact us at 253.845.6755 or info@puyallupchamber.com

SEPTEMBER LUNCHEON

Friday, September 10th

Anthony Hemstad

**Executive Director, World Trade Center
Tacoma**



**Friday, September 10, 2010 11:45 am
Best Western Park Plaza Hotel
Puyallup, Washington**

Topic: Washington is easily the most trade-dependent state in the US. International trade will fall this year for the first time since World War II. Come hear about trends in trade and why more Washington companies should be looking to international markets to expand and grow their own businesses.

Anthony became Executive Director of the World Trade Center Tacoma in March 2009. He has worked or studied in Europe, Asia, Latin America and the Middle East. He helped found the first private university in the former communist countries of Central Europe and taught politics & government courses there. He later built one of the largest public affairs businesses in Central Europe and ran that for a decade. Prior to his time in Europe Anthony worked for several US Senators in Washington, D.C, including covering trade and international affairs issues for Senator Daniel J. Evans. Anthony returned to Washington state in 2003 and served as City Manager in Maple Valley prior to joining the World Trade Center. He holds degrees from the Universities of Puget Sound, London & Chicago.

This luncheon brought to you by:



CATERED BY: Mama Stortini's Restaurant

COFFEE & DONUTS



**Every Thursday
9 - 10am at the
Chamber Office**
Open house style and
the richest networking
your tastebuds can
handle!

September 2010

Sponsored by:

SECURE MEDIA CONVERSIONS



October 2010

Sponsored by:



Coffee provided by:



Sponsorships available. Contact The
Puyallup / Sumner Chamber
at 253.845.6755 or
info@puyallupsumnerchamber.com
for more information

COMMUNITY LINKS

Daffodil Festival

City of Sumner

Sumner School District

Sumner Downtown Association

City of Puyallup

Puyallup School District

Puyallup Main Street Association

OCTOBER LUNCHEON

Friday, October 8th

Featuring The

Candidates Forum

Friday, October 8, 2010 11:45 am
Best Western Park Plaza Hotel
620 South Hill Park Drive
Puyallup, Washington

This luncheon brought to you by:



Catered by:

Ram International Catering

AMBASSADOR OF THE MONTH

Dennis Endres - Keller Williams Realty



You might say Dennis has made quite a "splash" in real estate. He's earned a reputation as an exceptionally meticulous and diligent professional who's always focused on his clients' best interest. For buyers, he provides a frank and honest assessment of the qualities and potential of each property. For sellers, he offers creative marketing plans and all the pertinent information they need to ensure a quick sale at top dollar. All of Dennis' clients know they can count on his honesty and his close personal attention to every detail, and they appreciate the fact that Dennis is with them every step of the way until the job is done. "I know how stressful a move can be. That's why I go the extra distance to make things happen for my clients. I'm fully dedicated to meeting their needs, and I'll do whatever it takes to ensure them a smooth and trouble free transaction." Dennis now has a new website to help area residents be more informed about the Puyallup, Sumner and surrounding area. There are articles and links to local websites and businesses. That website is: <http://www.Dennisendres.piercepowersearch.com>
Dennis Endres 253 881-4256 or cell 253 683-3100.

Thank you to our RENEWING MEMBERS!



35 years or more

Valley Bank - E Main 1973

20 years or more

Nelson & Carver, P.S. 1989

A.E. Long Insurance 1990

10 years or more

Gene's Towing 1996

J Michaelson Jr., MD 1996

Timberland Bank - Puyallup 1996

Abbey Carpet & Flooring 1997

TAPCO Credit Union 1997

SJC Management Group 1998

Outback Steakhouse 2000

5 years or more

Northwest Marine & Ski, Inc. 2001

Ace Pawn & Loan Inc. 2002

Art Morrison Enterprises, Inc. 2002

Hard@Work Computers, LLC 2003

Sierra Sun Apartments 2003

2 years or more

BECU 2006

Daffodil Valley Volkssport Assoc. '07

Kitsap Bank 2007

Merrill Lynch - Jim Guthrie 2007

Northpoint Escrow + Title 2007

Rainier Dental - Sumner 2007

First Year Renewals

Canyon Crossing, LLC

Chicks Golf Too

Edward Jones Inv. Shane Klingenstein

Grief Inc, DBA The Grief Store

Puyallup Goodwill Store

Puyallup Valley Women's Clinic

South Sound Neurosurgery

Viking Bank / Puyallup



**QUALITY 1st
PEST SOLUTIONS**

Member Spotlight

Dave McMullan

Quality 1st Pest Solutions

Quality 1st Pest Solutions provides integrated residential and commercial pest management services. Dave began working in the insect and rodent elimination business right out of college. His first assignment was a filthy California apartment. When the cockroaches got wind of the spray, they stampeded by the hundreds from their protected hiding spots. Dave knew he was suited for the work when he spontaneously spouted, "COOL!" He tucked his pants into his socks and kept on spraying. 23 years later and the owner of a successful local company, he embodies that same enthusiasm for his work. Quality 1st Pest Solutions Enhanced Residential Service Program is designed to meet the individual needs of each customer. Dave, and his son who has just joined him in the business, are trained to inspect and pinpoint hiding spots where insects and rodents infest and reproduce. Monthly, bimonthly and quarterly service programs are available to stay on top of that reproduction. Commercial clients include restaurants, casinos, convenience stores, apartment buildings, recreation centers, and warehouse facilities. Dave designs integrated programs for each commercial application.

Dave actively recruits new members in the roll of chamber ambassador. There are not many chamber events at which you won't see him.

At Emerald Ridge High School he isn't on the sidelines at all. Dave coaches both girls and boys water polo, and the boys swim team, on which his son and daughter have and do continue to play. According to his wife, Dave "gets such enjoyment from being a part of his children's life."

"He has a license to kill. Rats fear him and insects know his name. Let him take care of what's bugging you". 253.226.2206



2010 Chamber Board Members

EXECUTIVE COMMITTEE

President: Micah Roth, Wal-Mart, Inc.

President-Elect: Melanie Warren, SOS
by Melanie

Sec/Treasurer: Rod Stephens, The
Stephens Law Firm

Past President: Phillip DeLong
Holiday Inn Express

DIRECTORS

*Kelli Monette Chapman

Union Bank

*Ann Fish

Heritage Bank

*Gil Hulsmann

Abbey Road Group Land Development
Company

*Eric Kantor

Nicholson & Associates

*Kris Kitz

MultiCare Good Samaritan Hospital

*Tom Swanson

NW Vintage Wine Bar

*Lisa Kelleher

Best Buy

*Lane Tanabe

Absher Construction

*Curtis Thiel

Hard @ Work Computers

*Kent Hojem

Puyallup Fair & Events Center

*David Montevideo

South Hill Mall

*Sam Suznevich

Sumner Home Mortgage

Welcome to our New Members!

It is with great pleasure that the
Puyallup / Sumner Chamber of Commerce
welcomes these new Chamber Members:

Dove Family Dentistry

600 39th Ave SW, Puyallup, WA 98373
253.770.2777 or dovefamilydentistry@comcast.net

Buffalo Ships LLC

10611 Canyon Rd E, Puyallup, WA 98373
253.535.0245 or mailandship@buffaloships.com

Crescent Realty Inc

10206 71st Ave Ct E, Puyallup, WA 98373
253.848.5615 or rammayer@comcast.net

Puyallup Children's Theater & Music Academy

312 N. Meridian, Puyallup, WA 98371
253.561.7402 or becky@puyallupchildrenstheater.com

Fantasy Sports Press

323 N. Meridian, #B, Puyallup, WA 98371
206.200.2724 or craig@fantasysportspress.com

Biz Video Now

2729 204th Ave Ct E, Lake Tapps, WA 98391
253.797.2717 or keith@bizvideonow.com

Secure Media Conversions

17419 11th Ave Ct E, Spanaway, WA 98387
253.405.8785 or skylernorris@smcwa.com

Fullaway Lamphear & Sauve PLLC

5501 Pacific Hwy E, Fife, WA 98424
253.838.8000 or bberglund@fiscpa.net

All City Bucks.com

16904 44th St Ct E, Lake Tapps, WA 98391
206.227.0222 or allcitybucks@gmail.com

Interface Financial Group

PO Box 159, Puyallup, WA 98371
253.222.1689 or dwestmark@interfacefinancial.com

Mr. Appliance of South Puget Sound

20306 15th Ave Ct E, Spanaway, WA 98387
253.970.2433 or mrappliance.mrivera@gmail.com

Excel Business Systems

202 S. Meridian, Puyallup, WA 98371
253.473.9663 or sarmstrong@excelbusinesssystems.net

EX-OFFICIO MEMBERS

*Dr. Tony Apostle
Puyallup School District
*Ann Cook
Sumner School District
*Diane Supler
City of Sumner
*Talis Abolins
Puyallup Main Street Association
*Arla Holzschuh
Sumner Downtown Association
*Nicole Martineau
City of Puyallup

CHAMBER STAFF

Shelly Schlumpf, Executive Director
Christine Saunders, Finance Director
Karrie Vogt, Office Manager
Deb Ebben, Visitor Center Specialist
Justin Piger, IT & Social
Media Coordinator
John Long - Marketing Volunteer

CONTACT INFORMATION

323 N. Meridian, Suite A
Puyallup, WA 98371
Phone 253.845.6755
Fax 253.848.6164

<http://www.puyallupsumnerchamber.com>
info@puyallupsumnerchamber.com

COMMITTEE SCHEDULES

All Chamber members are invited and encouraged to attend committee meetings.

Government Affairs
September 7 & October 5, 2010
7:30am Chamber Office

Ambassadors
September 21 & October 19, 2010
7:45am

Business Education
September 2 & October 7, 2010
Noon Chamber Office

Ribbon Cutting Ceremonies

Puyallup City Hall's New Visitor Center



333 S. Meridian, Puyallup, WA 98371

Holiday Inn Express Hotel & Suites



812 South Hill Park Drive, Puyallup, WA 98373

Valley Bank - Summit Branch



10413 Canyon Rd E, Puyallup, WA 98373

Fame #1 Hair Studio & Spa



709 River Rd, Puyallup, WA 98371

**Red Canoe Credit Union's
FILL THE CANOE
school supplies drive
was a great success!**



The Puyallup / Sumner Chamber participated in the first Fill the Canoe School Supply Drive. The Chamber office raised 257 pounds of new school supplies.



The residents of Willow Gardens Retirement contributed over \$400 to purchase supplies for the Red Canoe Credit Union School Supply Drive. After a two hour shopping spree for the supplies, resident representatives, both former educators, dropped off their pounds of supplies to the Puyallup Sumner Chamber of Commerce.

Thank you to Willow Gardens Retirement Center!

The school supplies went to Communities In Schools of Puyallup, and together with the community, they totaled over 1,200 pounds of supplies this year (which Red Canoe will match).

Bridget O'Connor of Red Canoe Credit Union facilitated this "Fill the Canoe" school supplies drive. Bridget sent out a big thank you to all who participated. "Your enthusiastic embrace of this program made our first year an overwhelming success. Thank you for helping us promote this program, and for your time, effort and donations." Bridget snuck in a few last words...

"Only 344 days until Fill the Canoe 2011!"



MEMBER SPOTLIGHT

Jim Guthrie
Financial Advisor
MERRILL LYNCH



Jim Guthrie is a Financial Advisor in Tacoma, WA. After a successful 20 year career in the US Army as an Aviator (Desert Storm Veteran), Jim joined Merrill Lynch in 1995. He earned an MBA from St. Martin's College. He has earned the designation of Chartered Retirement Planning Counselor (SM) from the College of Financial Planning. He also earned the Certified Financial Manager designation from Merrill Lynch. Jim is married with three daughters and lives in Puyallup. He and his family enjoy the outdoors through camping, bird hunting, Corvette Club, Harley rides and hiking. Jim stays involved with his community through Kiwanis (Past President), The Puyallup / Sumner Chamber of Commerce, networking and kids schools.

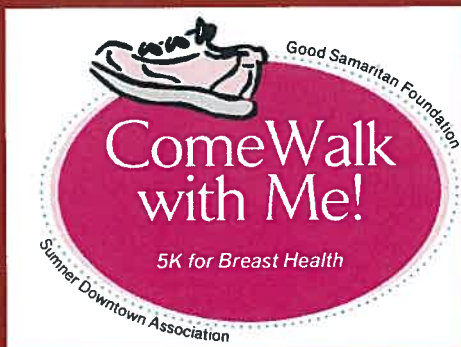
Jim develops investment strategies to satisfy both individual and corporate financial goals. Jim is trained in: Retirement planning; Financial plans; 401(k) Rollover IRAs; Company 401(k) plans; Defined Benefit plans (Pensions; Profit Sharing plans; Stock and Mutual Fund Accounts) "I am committed to understanding my clients needs to develop strategies to grow and persevere their investment capital. Let me help you prepare a financial strategy that will achieve your goals." 253.593.8887 or jim_guthrie@ml.com

**How to Start a Small Business in Puyallup
By Calvin W. Goings, Regional Administrator**

Starting and managing a business takes motivation, desire and talent. It also takes research and planning.

Like a chess game, success in small business starts with decisive and correct opening moves. And, although initial mistakes are not fatal, it takes skill, discipline and hard work to regain the advantage.

To increase your chance for success, take the time up front to explore and evaluate your business and personal goals. Then use this information to build a comprehensive and well thought out business plan that will help you reach these goals. The process of developing a business plan will help



Come Walk with Me 5k for Breast Health - Lace up your sneakers and walk with Good Samaritan Foundation and Sumner Downtown Association on Saturday, October 9, 2010 to benefit Breast Health Programs at MultiCare Good Samaritan Hospital. Registration is just \$20 and includes an event t-shirt. To register go online to www.gsfoundation.org. If you are interested in promoting your business at our event to our 500+ participants, sponsorship opportunities are available starting at just \$250 which includes a spot in our vendor fair. The event is also accepting coupons/product samples for participant swag bags. Contact Good Samaritan Foundation for more information at 253.697.2832

It's time for KLAY Radio's 2010 High School Athletics Radio Broadcast Sponsorship Opportunity. For more information on KLAY Radio visit us on the web at: klay1180.com



AND



(Continued) you think through some important issues that you may not have considered yet. Your plan will become a valuable tool as you set out to raise money for your business. It should also provide milestones to gauge your success. The SBA, through a relationship with My Own Business, offers a special online course on how to get started with a small business. Visit the Web site at http://www.myownbusiness.org/course_sba.html. Before starting out, list your reasons for wanting to go into business. Some of the most common reasons for starting a business include wanting to be your own boss, wanting to attain financial independence, wanting more creative freedom and wanting to be able to fully exploit your talents and skills. Next you need to determine what business is "right for you." Ask yourself a few questions, such as:

- What do I like to do with my time?
- What technical skills have I learned or developed?
- What do others say I am good at?
- How much time do I have to run a successful business?
- Do I have any hobbies or interests that are marketable?

Then you should identify the niche your business will fill. Conduct the necessary research to answer these questions:

- Is my idea practical and will it fill a need?
- What is my competition?
- What is my business advantage over existing firms?
- Can I deliver a better quality service?
- Can I create a demand for your business?

The final step before developing your plan is a pre-business checklist. You should answer these questions:

- What business am I interested in starting?
- What services or products will I sell? Where will I be located?
- What skills and experience do I bring to the business?
- What will be my legal structure?
- What will I name my business?
- What equipment or supplies will I need?
- What insurance coverage will be needed?
- What financing will I need?
- What are my resources?
- How will I compensate myself?

Your answers will help you create a focused well researched business plan that should serve as a blueprint. It should detail how the business will be operated, managed and capitalized. For a broad discussion on start-up business topics, visit the SBA online sba.gov/starting_business/index.html.

For additional resources in your community, contact the local SBDC at Bates Technical College.

The fight against
breast cancer begins with

YOU

YOU are a woman,
a daughter, a mother,
a sister, a friend...

YOU are our teachers,
our leaders, our
volunteers, our artists...

YOU are our voices
— our community.

Take a few moments
for **YOU**...talk to your
doctor about your
annual mammogram.

Ask your doctor for a
referral and call us at
253-841-4353.

If you have any questions,
feel free to talk to our schedulers
...we are here to help.

Puyallup Imaging Center
222 Professional Center
222 15th Avenue SE
Puyallup, WA 98372

Sunrise Imaging Center
Sunrise Medical Campus
11212 Sunrise Blvd. E., Suite 200
Puyallup, WA 98374

Bonney Lake Imaging Center
Bonney Lake Plaza
21110 SR 410 E., Suite 110
Bonney Lake, WA 98391



**DIAGNOSTIC IMAGING
NORTHWEST**

An Alliance of Medical Imaging Northwest & MultiCare Good Samaritan Hospital

Protecting Your Pair

Over 200,000 women in the United States are diagnosed with breast cancer each year. These 8 tips may help you cut your breast cancer risk.

- 1. Check out your breasts.** Performing breast self exams (BSE) regularly, once a month, can help with early detection. When breast cancer is detected early, less aggressive treatment is needed and the chance of survival is higher.
- 2. Maintain a healthy weight.** Keeping your weight in a healthy BMI range can have a protective effect. Being overweight increases your body's levels of estrogen, a hormone that plays a key role in the development of breast cancer.
- 3. Get a mammogram.** If you're 40 or older, regular mammograms will help detect breast cancer, especially lumps that are too small to detect during a self-exam. (Mammograms starting at 40: supported by the American Cancer Society, visit: www.cancer.org)
- 4. Breastfeed your babies.** Nursing isn't just good for babies, it benefits mom too! One study by the University of Southern California found that breastfeeding seems to lower the risk of breast cancer, even in women who have their children later in life. As more women choose to delay childbearing until after age 25, breastfeeding should be encouraged to provide protection against the hormones that can contribute to the development of breast cancer.
- 5. Eat your vegetables (and fruits)!** Eating at least seven servings of fruits and vegetables each day will supply your body with cancer-fighting phytochemicals. You'll get the most protection from cruciferous vegetables (broccoli, cabbage, Brussels sprouts and cauliflower), dark leafy greens (collards, kale and spinach), citrus fruits, berries, cherries and pomegranates.
- 6. Choose the right fats.** Today, our diets contain a lot of unhealthy fats—omega-6's (found in sunflower, safflower, corn and cottonseed oils), saturated fats and trans fats—and too few healthy fats (omega-3's from fish and monounsaturated fats in nuts). Reverse the trend! Decrease your consumption of the bad stuff and start eating more heart-healthy fats to protect your breasts.
- 7. Keep moving!** You know exercise is good for you, but did you know it can also reduce your risk of breast cancer? Studies by the Women's Health Initiative found that women who walked briskly for just 1-1/4 to 2-1/2 hours each week reduced their risk for breast cancer by 18 percent. University of Southern California researchers found that women who exercised more than five hours a week cut their risk of invasive breast cancer by 20 percent and their risk of early stage breast cancer by 31 percent, compared to women who exercised less than 30 minutes a week. When it comes to cancer prevention, experts agree that duration (length of your workouts) and consistency are more important than intensity.
- 8. Know when to see your healthcare provider.** Besides your annual gynecological checkups, visit your doctor immediately if you notice any of the following symptoms in your breasts: a lump, hard knot or thickening tissue; swelling, warmth, redness or darkening; dimpling or puckering of the skin; an itchy, scaly sore or rash on the nipple; a pulling in of your nipple or other area of the breast; sudden nipple discharge; or new pain in one spot that doesn't go away.

Resource: Leanne Beattie, Health & Fitness Writer, Sparks People, www.sparkpeople.com

Also visit www.MyDINW.com for our new Stay Healthy Resource Section

The Fight Against Breast Cancer Starts with You

1 in 8 women will be diagnosed with breast cancer during their lifetime. Join the Mammography Concierge Club and receive annual reminders, plus our DINW Concierge E-news for healthy tips, resources, invites, and more. For more information visit:
www.MyDINW.com

To join simply call: (253) 841-4353
Or sign up online at www.MyDINW.com



Bonney Lake Imaging Center
21110 SR 410 East, Suite 110 | Bonney Lake, WA 98391



Puyallup Imaging Center
222 15th Avenue SE | Puyallup, WA 98372



Sunrise Imaging Center
11212 Sunrise Blvd. East, Suite 200 | Puyallup, WA 98374



Taking care of *(your)* business.

As a community bank, it's important to us to help local businesses succeed. Whether your business is large or small, we're here to help make your money work harder for you. Call or stop by our Puyallup branch to learn more.

BUSINESS SOLUTIONS

Free Business Checking
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Special offers to get your business *rolling!*

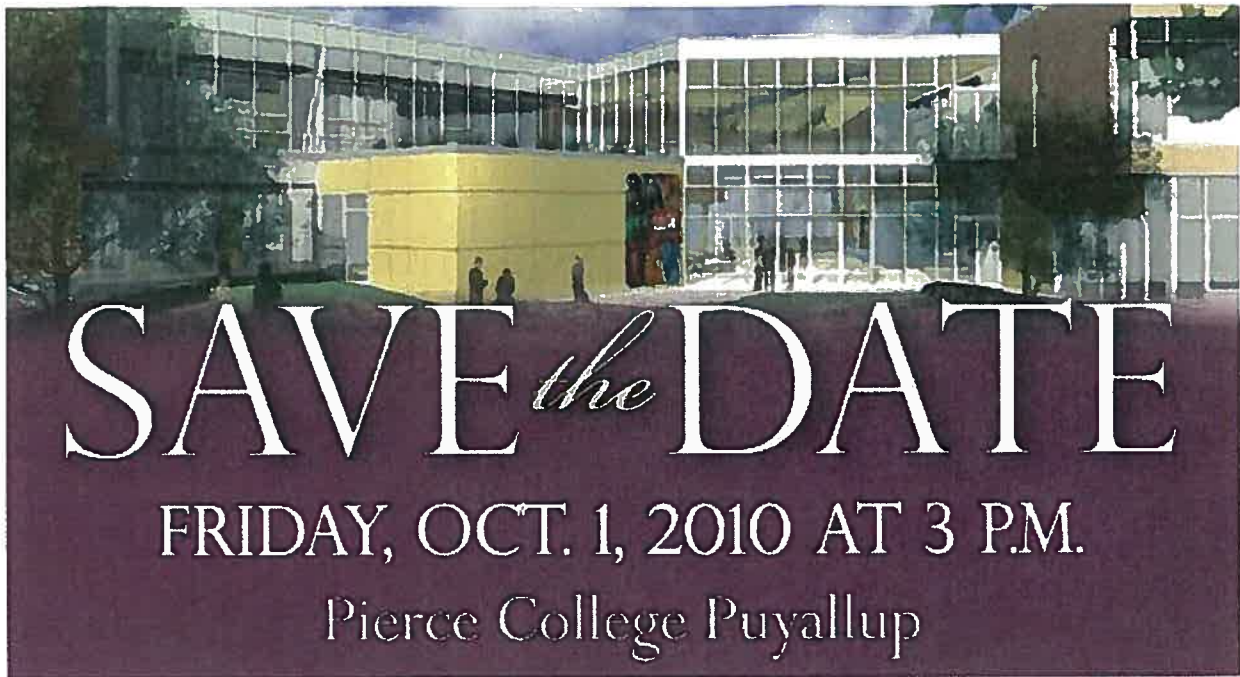
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Pierce College Puyallup President Dr. Patrick Schmitt cordially invite you to the

GRAND OPENING CEREMONY

and Reception for the

ARTS & ALLIED HEALTH BUILDING

at Pierce College Puyallup.

Invitation to follow.

