

Chamber Board Terms Extended

Upon reflection of this last year the Mesquite Chamber of Commerce has grown leaps and bounds. We took the things we were already doing and made them better. We added more structure to the monthly luncheons to help more people connect with members and network. Our mixers have been going strong, adding new businesses and creating more marketing opportunities. We brought back the monthly newsletter and gave it a new look and name – ACES for Mesquite, spotlighting our businesses of the month and providing resources to help support the local businesses. We added a “New Business Orientation” workshop, medical insurance for the businesses and my personal favorite, the “Chamber Corner” articles in the Desert Valley Times.

Our membership is the greatest. They're loyal, committed to their community and to their areas of expertise. They take pride in their craft. We have a good variety of businesses and organizations. The Chamber of Commerce provides the status of stability, the opportunity of connectivity and marketing opportunities.

This past year's excellence couldn't have been attained without the hard work and dedication of the Board members. The Chamber's board is an active board. They're all on at least one committee, work on fundraisers, and promote the Chamber in a variety of ways. I want to thank each and every one of them for giving their time and efforts, helping the Chamber provide all the opportunities promoting its members.

Having said that, I am pleased to announce the board voted to change the bylaws – increasing the terms of the President and President-Elect from a one year term to a two year term.

Karen Fielding, our President and Sandra Ramaker, our President-Elect have graciously accepted the extensions of their terms and will be serving though the year 2012 and 2014 respectively.

Thank you Karen and Sandra – you are both amazing leaders.

Anne Miranda
Executive Director



Karen Fielding
President



Sandra Ramaker
President-Elect

SEPTEMBER 30TH
DEADLINE FOR BOARD MEMBER
APPLICATIONS

Apply Below:

[Be a Chamber Board of Director](#)

OCTOBER EVENTS

OCTOBER 5TH

New Business Orientation
at the Chamber
3:30 to 5:00 pm

OCTOBER 12TH

Chamber Lunch
LEADERSHIP MESQUITE
GRADUATION

11:15 to 1:00 pm

Speaker: Mark Buchanan, BeMore Today

Sponsor: C&K Shutters and Blinds

OCTOBER 13TH

RIBBON CUTTING
The View Salon
5:00 pm

550 W Pioneer Blvd # 221

OCTOBER 20TH
RIBBON CUTTING

Terra West Management Services
5:00 pm

1646 Pioneer Blvd Ste 100

OCTOBER 26TH
RIBBON CUTTING
RE-GRAND OPENING

C & K Shutters and Blinds
5:00 pm

550 West Pioneer Blvd Ste 144

OCTOBER 27TH
CHAMBER MIXER

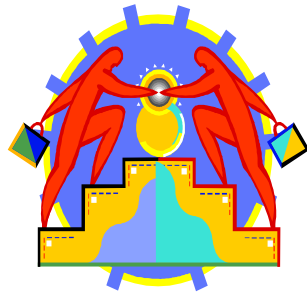
Fidelity National Title
RANLife

Colonial Property Management
5:00 to 7:00 pm

736 W. Pioneer Boulevard

INSIDE THIS ISSUE:

<i>Be a Better Manager</i>	2
<i>Premium Members</i>	2
<i>IRS Tax Tips</i>	3
<i>Chamber Spotlight Awards</i>	4
<i>Cancer Charity Golf Tournament</i>	5



Becoming a Better Manager

By: NonaMarie Miller, Canyon Media Group

In this installment of our 12-part series, we'll look at the ninth element of great managing, according to 12: *The Elements of Great Managing* by Rodd Wagner and James K. Harter, PhD.

Elements of Great Managing by Rodd Wagner and James K. Harter, PhD.

Element Nine: Coworkers Committed to Doing Quality Work

Are your employees deeply committed to their work? Are they motivated to do a good job? According to 12: *The Elements of Great Managing*, Element Nine focuses on this subtle, yet critical issue of employee engagement.

We've all probably worked with people who do as little as possible - just enough to get by. Those who try to fly under the radar. Those who take advantage of others' hard work. Even one of these lazy, freeloaders on your team - and the motivation and commitment of the entire team suffers. Scientists have observed, "bring together a group of people and give them a chance to earn more by making contributions to the general welfare. If you do not incorporate any way of stopping the hitchhikers, more and more people will give up until almost no one contributes to the common good." (12: *The Elements of Great Managing* p.131.)

The book's authors also point out, "In an aver-

age team, about one in three employees strongly agrees that her associates are committed to doing quality work" and "people who feel part of a solidly committed team are routinely safer, better with customers, less likely to quit and more productive."

How does your company stack up in regards to Element Nine? Do your employees feel it's "every man for himself," or is it "all for one and one for all?" How do you know? Ask your employees if they feel their coworkers are committed to doing quality work. If you get complaints about "people not showing up on time," "not doing their jobs and making me do the lion's share of the work," and "no one wants to take responsibility for anything" -- you've got a problem.

How do you motivate your team to do quality work? Ask for suggestions from your employees. Does your team have a strong work ethic? Do your team members feel a shared sense of responsibility to one another? Are accountability measures in place? If so, are they effective? Are you hiring the right people for your team?

Ask yourself these questions. Do your homework. Listen to your employees. You may find unexpected strengths or weaknesses at your own company.

To learn more about great management, read 12: *The Elements of Great Managing* by Rodd Wagner and James K. Harter, PhD.

READ THE CHAMBER CORNER



EVERY TUESDAY IN THE DESERT VALLEY TIMES. INTERESTING, RELEVANT BUSINESS RELATED ARTICLES EACH WEEK.

GOLD PREMIUM MEMBERS



SILVER PREMIUM MEMBERS



BRONZE PREMIUM MEMBERS





IRS Tax Tip Small Employer Health Care Tax Credit

As the upcoming filing extension tax deadlines approach, the Internal Revenue Service, in partnership with the Department of Health and Human Services, is announcing a new round of outreach to small employers and the professional service providers they rely on to encourage them to review the new Small Business Health Care Tax Credit to see if they are eligible.

The small business health care tax credit was included in the Affordable Care Act enacted last year. Small employers that pay at least half of the premiums for employee health insurance coverage under a qualifying arrangement may be eligible for the small business health care tax credit. The credit is specifically targeted to help small businesses and tax-exempt organizations that primarily employ 25 or fewer workers with average income of \$50,000 or less.

Small employers face two important tax filing deadlines in coming weeks:

- September 15. Corporations that file on a calendar year basis and requested an extension to file to September 15 can calculate the small employer health care credit on Form 8941 and claim it as part of the general business credit on Form 3800, which they would include with their corporate income tax return.
- October 17. Sole proprietors who file Form 1040 and partners and S-corporation shareholders who report their income on Form 1040 and request an extension have until October 17 to complete their returns. They would also use Form 8941 to calculate the small employer health care credit and claim it as a general business credit on Form 3800, reflected on line 53 of Form 1040.

In addition, tax-exempt organizations that file on a calendar year basis and requested an extension to file to November 15 can use [Form 8941](#) and then claim the credit on Form 990-T, Line 44f.

As these 2010 deadlines approach and businesses begin planning for the end of 2011 and 2012, the IRS's new outreach campaign will focus on working with our partners:

- The tax software industry to improve access to educational information and to help alert small employers and practitioners when taxpayers may be eligible for the credit.
- Insurance agents, brokers and carriers who work with small businesses to help ensure that par-

ticipants in the health insurance marketplace understand the features and benefits of the credit. The Department of Health and Human Services today sent an email to 2,000 agents and brokers alerting them to the credit for their small business clients.

- The small business and tax practitioner community to provide additional webinars and educational opportunities about the credit. Information will also be available through social media and other venues, including IRS YouTube videos in English, Spanish and American Sign Language. Targeted e-mails and tweets will be sent to the small business community and tax preparers.

The IRS's new outreach effort will remind employers about the upcoming extension deadlines and will also provide details on other important information about the credit, including:

- Businesses who have already filed can still claim the credit: For small businesses that have already filed and later determine they are eligible for the credit, they can always file an amended 2010 tax return. Corporations use Form 1120X and individual sole proprietors use Form 1040X
- Businesses without tax liability this year can still benefit: The Small Business Jobs Act of 2010 provided that for Tax Year 2010, eligible small businesses may carry back unused general business credits (including the small employer health care tax credit) five years. Previously these credits could only be carried back one year. Small businesses that did not have tax liability to offset in 2010 should still evaluate eligibility for the small business health care tax credit in light of this expanded carry back opportunity.

- Businesses that couldn't use the credit in 2010 can claim it in future years: Some businesses that already locked into health insurance plan structures and contributions for 2010 may not have had the opportunity to make any needed adjustments to qualify for the credit for 2010. So these businesses may be eligible to claim the credit on 2011 returns or in years beyond. Small employers can claim the credit for 2010 through 2013 and for two additional years beginning in 2014. In addition to today's IRS announcement, HHS posted additional information on this credit to HealthCare.gov at: <http://www.healthcare.gov/news/blog/smallbusiness09072011.html>.

Additional information about eligibility requirements and calculating the credit can be found on the Small Business Health Care Tax Credit for Small Employers page of IRS.gov.

Chamber Luncheon

**Wednesday
October 12th**

11:15 to 1:00pm

Speaker:

**Mark Buchanan,
BeMore Today**

**This will be our
graduation
presentation of
Leadership Mesquite
2011**

**Mark Buchanan will
be speaking on the
subject of Leadership.**

**RSVP by calling the
Chamber
346-2902 or
[CLICK HERE](#) to
reserve your seats
online.**

***Our Mission:
To Encourage and Benefit the Growth of
Businesses in the Mesquite Area.***



ACES FOR MESQUITE

ADVOCATE ~ COMMUNICATE ~ EDUCATE ~ SUPPORT

12 W. Mesquite Blvd. #107
Phone: (702) 346-2902
Fax: (702) 346-6138
Info@Mesquite-Chamber.com
www.mesquite-chamber.com



Chamber Spotlight Award

EXECUTIVE BOARD OF DIRECTORS

PRESIDENT
KAREN FIELDING
EQUITY TITLE OF NEVADA

PRESIDENT ELECT
SANDRA RAMAKER
INDIVIDUAL

TREASURER
DEE SHERMAN
VIEW ON MESQUITE MAGAZINE

SECRETARY
MARCO RUELAS
SANTA FE CERAMICS

BOARD MEMBERS

ROB KRIEGER
CONESTOGA GOLF CLUB

NONAMARIE MILLER
CANYON MEDIA GROUP

BILL MITCHELL
FARMERS INSURANCE

DUANE NEEL
EUREKA CASINO RESORT

KURT SAWYER
CITY OF MESQUITE

JULIE STOLTZ
INDIVIDUAL

JAMES SULLIVAN
HIGHLAND MANOR

JEAN WATKINS
MESQUITE SHOWGIRLS

BUNNY WISEMAN
ADVOCATE FOR MESQUITE ARTS

AMERICA FIRST CREDIT UNION



America First Credit Union was founded at Fort Douglas in Salt Lake City, Utah, on March 16, 1939 by a small group of people determined to form their own cooperative to promote their collective economic well-being. In its 72-year history, America First has become one of the largest, most stable and most progressive credit unions in the country, and has remained a member-owned, not-for-profit cooperative financial institution. Today, America First has 101 branches, and is the 11th largest credit union in assets in the United States with over \$5 billion, and the 7th largest credit union in membership in America with more than 540,000 members.

America First Credit Union offers the finest in member service. We provide a wide range of affordable loan options to benefit any budget, including Conventional Mortgages, Home Equity Loans, Auto Loans, Visa® Credit Cards, RV Loans and more. Membership also includes free Online Banking with free Online Bill Pay.

NATIONAL ACCESS HEALTHCARE



National Healthcare Access Inc. (NHA) was founded in 1990 by Frank and Michael Caparso. With our emphasis on health-care and employer sponsored health plans, we have become the trusted resource for employers across the country. With offices in Ohio, Nevada and California, we currently provide employee benefit plans for clients in 22 states. Focusing strictly on health insurance has allowed us to become a leading resource for our clients as we help them navigate through the upcoming changes with Healthcare Reform. We handle all services relating to health care including contract negotiations, developing association plans, personal claims negotiations, and client advocacy. NHA's hands on approach and commitment to personal service brings a unique approach to employer sponsored health plans and has helped us develop partnerships across the US. The Mesquite Chamber of Commerce recognizes NHA's commitment and has endorsed NHA as the health insurance agency of choice to represent their Chamber Members and the NEW Mesquite Chamber of Commerce Health Insurance Plan.

We handle all services relating to health care including contract negotiations, developing association plans, personal claims negotiations, and client advocacy. NHA's hands on approach and commitment to personal service brings a unique approach to employer sponsored health plans and has helped us develop partnerships across the US. The Mesquite Chamber of Commerce recognizes NHA's commitment and has endorsed NHA as the health insurance agency of choice to represent their Chamber Members and the NEW Mesquite Chamber of Commerce Health Insurance Plan.

THE TRAVEL CONNECTION



435-628-3636 www.TRVL4U.COM 877-877-1326
1386 EAST 100 SOUTH #H ST. GEORGE, UT 84790

In today's world of instant online access and unlimited information to travel options, people often wonder why it makes sense to plan your vacation with the professional consultants at The Travel Connection. It's simple, we are here to answer your questions and design a vacation that is customized *just for you*. There is not a website or phone app that provides our level of personal service, attention to detail, and over 70 years of combined travel experience. We have access to rates that are not available online and we do not charge a fee to plan your cruise or vacation package. In fact, we save our valued customers time, money, and costly mistakes that can be made when arranging travel. The next time you want to stick your toes in the sand, sail on the seas, or discover historic sites around the world, contact the professionals at The Travel Connection – we do the work, so you don't have to.



ACES FOR MESQUITE

ADVOCATE ~ COMMUNICATE ~ EDUCATE ~ SUPPORT

Cancer Charity Golf Tournament to Benefit Ethan's Team

Friday, October 21st

Palms Golf Club
530 E Peppermill Palms Blvd.
Littlefield, AZ 86431
8:00 AM Shotgun Start

This is a golf fundraiser to benefit Ethan Mendenhall, who is fighting Neuroblastoma and recently has been required to travel to New York for treatment. Mesa View Home care is assisting with this charity. Looking for golfers, hole sponsors and cart sponsors.

[CLICK HERE](#) to download the entry form and read more about Ethan's story.

**REGISTRATION DEADLINE
OCTOBER 7TH**

Player/Sponsor Information

Please complete the following information. Return this form with your check payable to: **Ethan Mendenhall Trust Fund**. Mail to: Tournament and sponsor information along with your check to: Ethan's Team, 485 Kalanchoe Way, Mesquite NV 89027. For additional information call: (435) 668-7925

Contact Name: _____
 Organization Name: _____
 Address: _____
 City, State, Zip: _____
 Contact Phone: _____

I wish to register as a (check all that apply):

<input type="checkbox"/> Individual Golfer	\$90
<input type="checkbox"/> Hole Sponsor	\$100
<input type="checkbox"/> Team Registration	\$360
<input type="checkbox"/> Corporate Sponsor	\$440
<input type="checkbox"/> Cart Sponsor	\$1500
<input type="checkbox"/> Program Business Card Ad	\$25
<input type="checkbox"/> Program Half Page Ad	\$50
<input type="checkbox"/> Program Full Page Ad	\$75

Additional lunch tickets @ \$10 each: Qty: _____
 Monetary Donation Amount: \$ _____
 Enclosed is my check in the amount of: \$ _____

Please list players:
 Golfer #1: _____
 Email: _____
 Golfer #2: _____
 Email: _____
 Golfer #3: _____
 Email: _____
 Golfer #4: _____
 Email: _____

**Registration Deadline
October 7, 2011**

Ethan's team
 Cancer Charity Golf Tournament
 Friday, Oct. 21, 2011 08:00 am

Location: 530 E Peppermill Palms Blvd
 Littlefield, AZ 86432

Contact/Signup Information:
 Phone: (435) 705-3787
 email: shantellmendenhall@hotmail.com

**SEPTEMBER
30TH**

**DEADLINE FOR
BOARD
MEMBER
APPLICATIONS**

Apply Below:

**Be a Chamber
Board of
Director**

Virgin Valley Food Bank Needs Your Donations

Automotive Certified Technicians is stepping up to help support the Virgin Valley Food Bank. If you would like to help build up the community pantry, A.C.T. will give you \$10.00 off any service for bringing in three cans of food. (Service over \$25.00)

