



# It's Your Business

Serving the Greater Maple Valley – Black Diamond Business Community  
January 2010

## Board of Directors

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sandi@allserviceplumbing.com

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**Director: Kevin Patterson**  
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kpatters@tahoma.wednet.edu

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**Office Manager**  
**Susie Davies**  
425.432.0222  
chamber@maplevalley.com

**Luncheon Meeting**  
**Wednesday, January 20, 11:30 AM-1:00 PM**  
**◆◆Lake Wilderness Lodge◆◆**  
22500 SE 248th Street  
RSVP by 10 am on Monday, January 18, 2010

## Brad Worthley International Customer Service & Leadership Expert



### “10 Critical Steps That Could Make or Break Your Business”

Most business owners or managers know their craft or industry, but many have never been formally educated on how to create a company's vision and blueprint for long term success. How successful could they be if given the right tools and knowledge? Brad will cover the 10 critical steps that every business needs to know in order to dominate their competition. This

session is targeted to anyone, from any industry, which owns or manages a business of any size. Some of the topics covered will include:

- How to Create a Strategic Plan
- Defining Your Unique Differentiating Factor
- Setting S.M.A.R.T Goals
- Non-Negotiable Service Standards
- Hiring Right the First Time
- Focusing on The Profit Chain
- Establishing a Coaching Culture

*Brad Worthley is an accomplished consultant and behavior change specialist with over 35 years of business management experience. He is also an internationally acclaimed leadership, customer service and motivational expert.*

- *Has trained millions of people throughout a wide range of industries*
- *Participants and clients benefit from millions customer feedback surveys used in his research.*

*Renowned for captivating his audiences, many have referred to his lively presentations as*

## Info-mercial: Maple Valley Fire & Life Safety Levy

**2009-10 Luncheon Costs**  
**Chamber Members at the door \$18**  
**Non Members and Invited Guests \$25**  
**RSVP Luncheon Reservations**  
by 10 AM on Monday, January 18, 2010  
425.432.0222 or [chamber@maplevalley.com](mailto:chamber@maplevalley.com)

☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆  
☆ **Catering by Gloria's** ☆  
☆ Seafood Fettuccini ☆  
☆ Lasagna ☆  
☆ Caesar Salad ☆  
☆ Garlic Bread ☆  
☆ Vegetables ☆  
☆ Dessert ☆  
☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆



Kevin Kalberg  
GM, Claffey's Painting &  
Mold Solutions NW

A MESSAGE FROM KEVIN KALBERG, PRESIDENT

# CHAMBER SUPPORTS TAHOMA LEVIES

It is often stated that the success of our nation rides on future generations. When I moved to Maple Valley I learned a lot about the Tahoma School District.

What I learned has made me a true believer in what Superintendent Mike Maryanski and the entire Tahoma School District team have created. What they have done is to create a first class education culture that people from around the country come to study in an attempt to replicate in their own districts. This is why the Greater Maple Valley-Black Diamond Chamber of Commerce has joined many others in endorsing the Tahoma School levies.

The reality of the current situation is that this nationally recognized program is in jeopardy because of budget constraints. On February 9 the residents of the Tahoma School District will be asked to vote to continue the Educational Programs and Operations Levy and the Technology Levy. Yes, this is a vote to continue current levies.

This is a critical time as education funding is on the endangered species list on the state level. State funding was cut last year causing our district to make very hard decisions without cutting into the classroom environment. Our state is currently facing a \$2.8 billion shortfall and those in the know believe education will again take a hit. One thing we can do is to ensure that current financing sources we have control of are secured.

Under our state constitution, education is listed as the paramount duty of the state and thus should be fully funded by the state - - - but it's not. It is an issue we all need to work on with the Legislature to change. As many of you know, I believe that we

already pay too much in taxes but we cannot punish our district and our kids because of the inaction of the Legislature. Despite my beliefs about taxes, we need to continue to impose taxes on ourselves for the greater good of our kids and schools.

We often talk about deliverables or bang for our buck in all aspects of our lives and seldom think it actually occurs at a government level. The Tahoma School District is recognized as a leader in outcomes and deliverables and is ranked among the best schools and districts state-wide. They do this with fewer resources than those districts with which they share top ranking.

I believe we pay too much in taxes, I believe that the state should fully fund education and I also believe until we change the system we need to continue to support our kids, our district and future generations. You can visit the Voice of Tahoma Education Web site ([www.tahomavote.org](http://www.tahomavote.org)), the district site [www.tahomasd.us](http://www.tahomasd.us) or call the district at 425-413-3409 for more information.

In November we had a great luncheon speaker that brought a positive uplifting message of hope and inspiration and we heard after that meeting many people were disappointed that they had missed the opportunity. Well you have another chance. Brad Worthley will be joining us this month to talk about customer service, leadership and success. Don't miss out on this chance to fill your head with knowledge and an uplifting and positive luncheon – as well as the opportunity to network with other local businesses.

Finally I am continuing to read a book a month and after 5 months I am happy to say that I am really enjoying the change occurring in me both in my attitude and my knowledge base because of what I am reading.

### Kevin's Book Picks

January "Fearless" Max Lucato

February "Start Where You Are" Chris Gardner – also wrote "The Pursuit of Happiness"

March "21 Irrefutable Laws of Leadership" John C. Maxwell

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: **Receive your newsletter electronically!** The electronic version of "It's Your Business" will link :  
: directly to the news you want to read and have active links to the resources you need. :  
: Go to [www.maplevalleychamber.org](http://www.maplevalleychamber.org) or [www.blackdiamondchamber.org](http://www.blackdiamondchamber.org), scroll to the bottom left :  
: hand corner, and sign-up to receive your newsletter electronically! :  
: .....

## Chamber Day Wednesday, February 3rd, 2010

Be part of our legislative delegation as we head to Olympia for Chamber Day. The day's activities include: A session overview of Washington State Business Issues, Chamber Lobbying Action, AWB Budget & Tax Panel, Lunch (on our own) or Join AWB for "Lunch with the Governor", individual meetings with Legislators or afternoon AWB Legislative Day events\*. Call the Chamber office for more info: 425.432.0222.

## Reseller Permits to Replace Resale Certificates

Effective January 1, 2010, Senate Bill 6173 requires buyers to use a reseller permit issued by the Department of Revenue or other acceptable documentation (see #8 below) when purchasing goods for resale.

**Resale certificates are no longer valid** - Buyers will no longer be able to use self-issued resale certificates and sellers will no longer accept or honor these certificates. Instead, buyers must provide a copy of their new reseller permit - issued by the Department of Revenue – or other acceptable documentation to purchase goods for resale. Sellers should begin collecting sales tax from their customers on sales made on or after January 1, 2010, unless the customer provides a copy of their reseller permit or other acceptable documentation. Businesses that don't automatically receive a permit may apply. The permit application can be found on the DOR web site at <http://dor.wa.gov/resellerpermit>.

## The Private Sector is Key to Washington's Prosperity

By Don C. Brunell, President, Association of Washington Business

Lawmakers gathered in Olympia for the 2010 legislative session can either set our state up for long-term prosperity or put off the tough budget decisions until 2011 when it will be even more difficult to solve our financial problems.

It will not be easy to fill our current \$2.6 billion deficit. Last year, state lawmakers balanced the budget by using \$3 billion in federal stimulus money and draining dedicated accounts. This year, that's not an option.

Families are struggling with a similar situation: mounting bills and shrinking income. To cope, they are cutting back to the bare necessities: mortgage, heat, lights and groceries.

State government should do the same.

*Read more on our website under News & Events→All Chamber News→Business Posts.*

## Business For Tahoma Schools Foundation

Because Camp Casey is no longer part of the Tahoma School District's annual budget, the Business for Tahoma Schools Foundation is helping raise funds to make Camp Casey a reality for all fifth-grade students. Donations to benefit student programs and activities such as Camp Casey and We The People are now being accepted. All donations are tax deductible and 100% of all donations go to the identified project. Send donations to: 1308 24th Avenue Ct SW Puyallup WA. 98373. For more information, contact Barb Kennedy, Business for Tahoma Schools Foundation, 206.669.7159.

## WELCOME NEW MEMBERS!

### CMIT Solutions of Greater SE King County

#### Michael and Cindy Broome

27707 246th Ave SE, Maple Valley, WA  
(425) 738-0600 1-800-399-2648 toll free  
[www.cmitsolutions.com/sekingcounty](http://www.cmitsolutions.com/sekingcounty)  
[mbroome@cmitsolutions.com](mailto:mbroome@cmitsolutions.com)

*If your business depends on technology, you need CMIT Solutions. Technology advice, practical solutions, real results.*

### Premier Golf Centers, LLC.

#### Bill Schickler, Owner

25400 Witte RD SE, Maple Valley, WA 98038  
(425) 432-9405  
[www.lakewildernessgc.com](http://www.lakewildernessgc.com)

*Lake Wilderness Golf Course is a public golf course, maintained by the City of Maple Valley and managed by Premier Golf Center, LLC.*

Do you need to update your membership Information?

Go to [www.maplevalleychamber.org](http://www.maplevalleychamber.org) or [www.blackdiamondchamber.org](http://www.blackdiamondchamber.org)

to verify all your business information. Send any updates or changes to us at [chamber@maplevalley.com](mailto:chamber@maplevalley.com).

**The Chamber Office has moved to our new location in the Maple Valley Center!**

23745 225 Way SE, Maple Valley, WA 98038

(located on the Maple Valley Highway just south of Wilderness Village)



The Greater Maple Valley- Black Diamond  
 Chamber of Commerce  
 23745 225 Way SE, Suite 205  
 Maple Valley, WA 98038

**PRST STD**  
**U.S. Postage Paid**  
**Maple Valley, WA**  
**Permit No. 204**

ADDRESS SERVICE REQUESTED

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## Mark Your Calendars!

### January

- 13 Ribbon Cutting @ Julie Dorsey, CPA
- 20 January Membership Luncheon
- 26 Membership Services Committee

### February

- 3 Chamber Day, Olympia
- 9 Ambassadors Meeting
- 12 Business Development Committee
- 17 Membership Luncheon
- 23 Membership Services Committee

### Special Events:

- April 17 Spring Clean
- April 23-24 Hooked On Fishing 2010
- July 23 Whacky & Wild Golf Challenge
- September 18 Prime Time Business Expo
- October 1 President's Dinner & Auction

For more information on these and other community events visit our website and click on the Calendar tab. To request an event to be posted on the website, simply click on **Submit New Event**, complete the information form and click on the "Submit for approval" button. It is that easy!

To host a **Business After Hours** or special event celebration or to submit an article for the newsletter, call the Chamber office today!

**We are driving business home to**  
[www.maplevalleychamber.org](http://www.maplevalleychamber.org) &  
[www.blackdiamondchamber.org](http://www.blackdiamondchamber.org)

### City Council Meetings

**City of Black Diamond**  
 First and Third Thursdays of every month,  
 Public Comment  
 7:00 pm, Black Diamond Council Chambers City Hall  
[www.ci.blackdiamond.wa.us](http://www.ci.blackdiamond.wa.us)

**City of Maple Valley**  
 First and Third Mondays—study sessions  
 Second and Fourth Mondays—regular sessions, Public Comment  
 7:00 pm, Tahoma School District Board Room  
[www.maplevalleywa.gov](http://www.maplevalleywa.gov)

**Flyer Insert** Advertisers must supply 275 copies for insertion by the 1st Friday of the month.

Size of insert 8.5x11 can be double sided, light weight paper.

**Cost for Chamber Members** \$50; **Non-Members** \$100; **Non-Profit Groups** \$25