

September Luncheon Focuses on Legislative Update



The September 8th Chamber luncheon will feature State Senator Robert Duncan as he gives an update on the 81st Legislative Session. Senator Robert Duncan is no stranger to the Texas Senate. He has been a leader in the Senate since 1996, when he won a special elec-

tion to represent District 28. Since that time, Duncan has worked hard to enhance the legal system, education, and the economy of West Texas. He has earned a coveted spot on the Senate Finance Committee each legislative session dating back to 2001, and has also had a seat on the Finance Conference Committee.

Senator Duncan has served in several key chairmanships during his Senate tenure, including chairman of the Senate State Affairs Committee. He has received many honors for his work ethic and stellar reputation. He has been named three times in Texas Monthly's 10 best state legislators, as well as being listed by the magazine as a "Texas Super Lawyer" for his work in the private sector.

Don't miss this opportunity to receive this update of the most recent Legislative Session. Call the Chamber today at 655-4136, or visit our website at www.sanangelo.org, to make your reservation.

Thanks to Our September Sponsors:



Date, Time, Location

Tuesday, September 8, 2009
11:30 a.m. to 1:00 p.m.
West Texas Training Center

Deadline to Register

Thursday, September 3rd

Cost

Cost is \$15 per person, payable at the door

To Make Your Reservation

Call the Chamber at 655-4136 (after hours, ext. 223) or visit www.sanangelo.org to register online.



The Chamber of Commerce will have no Business After Hours in September. Please join us at the 18th Annual Business Expo, Silent Auction, and Business After Hours on Tuesday, October 6th at the Wells Fargo Pavilion.



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Betting on San Angelo's Business Future
18th ANNUAL BUSINESS EXPO & SILENT AUCTION
Tuesday, October 6, 2009

See page 4 for details

“Agriculture” Focus of West Texas Legislative Summit

Many commented that this year’s West Texas Legislative Summit was “the best ever!” A series of excellent speakers, top level elected officials and a great attendance contributed to a very successful 6th year event.



Speakers focused on topics such as water and private property rights, cattle, sheep and cotton issues, the U.S. Farm Bill, and the impact of the drought on West Texas.

The speakers who made presentations at the

Summit are listed below. If you were unable to attend and have an interest in receiving copies of presentation materials from any of the speakers shown below, please contact Peggy Arnold at the Chamber (655-4136, ext. 235).

Speakers

- U. S. Senator Kay Bailey Hutchison
- U.S. Congressman Ciro Rodriguez
- U.S. Congressman Mike Conaway
- U.S. Senator John Cornyn (video message)
- State Senator Robert Duncan
- State Representative Drew Darby (who led a roundtable discussion with 6 other state representatives)
- Drew DeBerry, Deputy Commissioner, Texas Dept. of Agriculture
- Billy Howe, State Legislative Director, Texas Farm Bureau
- Jason Skaggs, Executive Director of Government & Public Affairs, Texas and Southwestern Cattle Raisers Association
- Glen Fisher, President, American Sheep Industry
- Lonnie Winters, VP of Marketing, Plains Cotton Cooperative Association



Many thanks to our partner sponsors who helped make this event such a success:

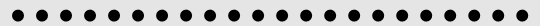


Diversity Workshop Sept. 29

The Chamber’s annual diversity training facilitated by the Diversity Committee emphasizes different aspects of the topic each year, but the general purpose is always to help the owners, managers and supervisors of area employers comply with discrimination laws while creating a functional workplace environment.

The 2009 training is scheduled Tuesday, September 29, from 4 to 5:30 p.m. in the River View Room at the Visitor Center. It will be facilitated by Deirdre Pattillo, SPHR, Human Resource Specialist for the South-West Texas Border Region of the Small Business Development Center based at UTSA San Antonio. Pattillo focuses on regulatory compliance issues of human resources, with special emphasis on assisting small business.

Attendees will explore challenges and opportunities with workplace diversity, how to avoid discrimination, and ways to create sound workplace policy for your business or organization. There is no charge to attend, but pre-registration is mandatory because of handouts and space limitations. Register with attendee names and employers at 655-4136 Ext. 222, or email phil@sanangelo.org.



2009 Business Conference

The San Angelo Development Corporation and Verizon Wireless will present the “2009 Business Conference” on Tuesday, September 29th at the West Texas Training Center. Key-note speaker will be John L. Herman, author of *Hermanisms*, a book of axioms and valuable lessons for any small business owner. The Summit provides the small business owners and potential owners an opportunity to learn from a team of specialists, successful owners and professionals through multiple break-out sessions that include: marketing, financing, and cash flow management, including a small business owner panel session. The first 100 registered participants will receive a FREE Hermanisms Book! Partners in the Summit include San Angelo Chamber of Commerce, Concho Valley Center for Entrepreneurial Development, and Concho Valley Workforce Development Board. To register for sessions or view a complete agenda, visit www.cvbiz.org. For more information, call (325) 657-9214.

18th Annual BUSINESS EXPO

"Betting on San Angelo's Business Future"

Tuesday, October 6, 2009

11:00 a.m. to 6:00 p.m.

Wells Fargo Pavilion

Call Sandra today at 655-4136 to reserve your booth space!



Every business can find VALUE in this year's BUSINESS EXPO. If you are a small or large company, home-based business, new start-up, or a non-profit organization, the Expo is for you. TAKE A CHANCE and *Roll the Dice*...Meet potential clients, make new friends---and customers-- at the 2009 BUSINESS EXPO, brought to you by your Chamber of Commerce.

With this year's theme of "Betting on San Angelo's Business Future," getting connected has never been easier. Where else can you network with over 100 fellow business exhibitors under one roof in one day, not to mention the over 2,500 Concho Valley residents that will walk through the exhibits during the day? Almost all exhibitors take time to "make sales calls" during the day, offering discounts, samples, and information. The Expo provides an opportunity to meet people who

can address your needs and wants, look you in the eye and answer questions, as well as allow you to look closely, touch and feel products.

Everybody benefits from exhibiting at the Expo by networking and having the opportunity to market to the same audience as well-known and larger employers.

Exhibitor's will be treated to an Expo Eve event during set up on Monday, October 5th from 5:30 to 7:30 p.m. In conjunction with the Expo, we will again have the Chamber's Silent Auction. The Silent Auction is another opportunity for businesses to create awareness for some outstanding products and services. The Expo and Silent Auction will end with a Business After Hours event from 4:30 to 6:00 p.m.



Expo Eve Sponsors:



T. Dean Melaturff, CLU, ChFC, CFP®
Financial Advisor
325-224-3535



Business After Hours Sponsors



Superior Services

We encourage our members to focus their marketing efforts during a downturn, and Business Expo is one of those opportunities to be considered.

Mark your calendars to attend, but call today to reserve an exhibitors booth at \$400 for Chamber members.

SILVER SPONSORS



Chamber of Commerce September Calendar

September 3	Chamber Board Meeting - 8 a.m.
September 3	P-16+ Education Partnership - 3:30 p.m.
September 7	Chamber Office Closed for Labor Day
September 8	Chamber Luncheon - See pg. 1
September 14	Business Advising - Chamber Office
September 14	Concho Cadre Meeting - Noon
September 16	Economic Dev. Council - 3:00 p.m.
September 22	CVB Board Mtg. - 3:30 p.m.

“Members & Muffins”

If you are a relatively new Chamber member, or want to receive an update on programs and services, mark your calendar for Wednesday, September 30th at 8:00 a.m. when the Chamber will host a New Member “Members & Muffins” Orientation in the Visitor Center’s River View Room.

During the orientation, you’ll hear how to put your membership to work for your business. You’ll learn...

- * About the benefits and services available to members
- * How you can use your membership to network and meet potential new members
- * How you can become part of the leadership of the Chamber and take part in the decision-making process
- * About the long-range goals of the Chamber and its programs, such as economic development and tourism.

Just as important, we want to learn about you and your business. The Chamber gives hundreds of referrals every month, and we want to be able to send new business your way. Please bring plenty of business cards or brochures to distribute when you give a brief “commercial” to the group about your business.

Please RSVP to 655-4136 or akg@sanangelo.org. Your RSVP is needed so that adequate seating and materials are available. A light continental breakfast will be provided. Come enjoy yourself while learning more about your Chamber membership and networking with fellow business people.



A free service for Chamber members. Please call 655-4136.

San Angelo National Bank is now...



Just Between Friends

The nation's largest children's consignment sale event! With over 95 franchise in the US, now in San Angelo! www.jbfsale.com/sanangelo
 All Seasons Sale October 16-17 @ Lifepoint Baptist Church gym, 810 Austin St. Registration is now open for consignors, shoppers, volunteers, & VENDORS! If you own a mommy business, this is a great opportunity to reach 1000+ moms.

Branin's Horn & String Shop Back To School Block Party & Grand Opening

Saturday, September 12th
2433 College Hills Blvd.

Start showing up with your own lawn chairs anytime to socialize. Live Music with "BIG SAXY," Walt Carol and many others starts at 3 p.m. and will continue until 7 p.m. Jim E's Chicago Dog stand will be there to sell his famous Dogs. Water & Sodas are free provided by Foremost Insurance & Branin's Horn & String Shop. San Angelo Blues Society will be there.

Welcome New Chamber Members!

Copy Craft Printers, Inc.
 PRINTING (COMMERCIAL) AND MAILING SERVICES
 Don Denny
 4413 82nd Street, Ste 250
 Lubbock, TX 79424
 (800) 794-5594

Diana Kirking, Realtor
 REAL ESTATE
 Scott Allison Real Estate
 5166 Ben Ficklin
 San Angelo, TX 76904
 (325) 656-8355

Pure Energy Solutions
 ENERGY BROKER
 Skip Burks
 15400 Knoll Trail #505
 Dallas, TX 76903
 (866) 913-2505

Idearc Media
 MARKETING
 Kathy Bond
 4500 Fuller Dr. #215
 Irving, TX 76137
 (817) 691-9935

Martin Remodeling & Landscaping
 CONSTRUCTION - REMODELING
 Clifton Barry Martin, Jr.
 1159 Benedict Circle Apt #196
 San Angelo, TX 76903
 (325) 763-3068

Roger Lewis Auction Company
 AUCTIONEER
 Roger Lewis
 1718 Koberlin
 San Angelo, TX 76903
 (325) 227-4473

From the Convention & Visitors Bureau

Renowned Western Author Will Be Missed



It is with great sadness that we write of the passing of San Angelo's own Elmer Kelton, voted Best Western Author of All-Time. Elmer has published 47 novels over 50 years, and San Angelo is quite proud of him. Three of his books have won the Western Heritage Award from the National Cowboy Hall of Fame, and the Western Writers of

America have awarded him an unprecedented total of seven spur awards. His top titles include *The Time It Never Rained*, *The Good Old Boys*, and *The Man Who Rode Midnight*, as well as many more. *The Good Old Boys* was made into a 1995 movie starring Tommie Lee Jones, and a plan is currently in the works to make another of his top-sellers into a movie.

Not only was Elmer a great writer, he was very proud to make San Angelo his home. On many occasions, Elmer would come to the McNease Convention Center to speak at a visiting meeting, or would welcome a group to San Angelo at various San Angelo attractions.



Photo by Rex N. Enochs

A project is currently underway for a life size bronze statue of Elmer to be placed inside the new Tom Green County Library when it is completed in 2010. Local artist Raul Ruiz was chosen from among 10 other bronze artists and commissioned to do the project. For further information on how to contribute to this cause, please contact the San Angelo Area Foundation.

September is Festival Month

2009 Lily Fest will take place on Saturday, Sept. 12th at the International Water Lily Collection from 10:00 a.m. until noon. Admission is free!

The 2010 Butterfield Trail Hangar Dance and Fly-In will take place in Grape Creek on Sept. 11th & 12th. The new hangar dance event is Friday evening, Sept. 11th and the Fly-In events take place on Saturday. For further information, go to www.FlyButterfield.com.

National Museum Day takes place on Saturday, September 26th. Museums throughout San Angelo will all be involved. This is a great time to be a tourist in your own home town and visit the San Angelo Museum of Fine Arts, the San Angelo Nature Center, the Railway Museum of San Angelo and Fort Concho. This is a national day to honor the cultural contributions of America's museums, sponsored by Smithsonian Magazine. Admission to all of these museums will be free throughout the day.

September 2009 Community Calendar

visit www.sanangelo.org for a more detailed listing

- 2..... Fort Concho Speaker Series
- 3..... Art Thursdays at the San Angelo Museum of Fine Arts (SAMFA)
- 4-19..... Cinderella at Angelo Civic Theatre
- 5..... 1st. Saturday at the Old Chicken Farm Art Center
- 9..... Fort Concho Speaker Series
- 10..... Art Thursdays at the SAMFA
- 10..... Live Music at the Chicken Farm Art Center
- 11..... Butterfield Trail Fly-In Hangar Dance
- 12..... Family Day at the SAMFA
- 12..... Butterfield Trail Day
- 12..... Lily Fest
- 12..... ASU Ram Jam
- 12..... ASU Football – Rams vs. Southeastern Oklahoma
- 16..... Fort Concho Speaker Series
- 17..... Art Thursdays at the SAMFA
- 17..... Art Walk
- 17..... Concho Valley Ducks Unlimited banquet
- 19..... Lonestar Music Fest 2009 Back to School Bash
- 22..... Signature Chefs are Back
- 23..... Fort Concho Speaker Series
- 24..... Art Thursdays at the SAMFA
- 26..... National Museum Day
- 26..... ASU Ram Jam
- 26..... ASU Football – Rams vs. Midwestern State (Family Day)
- 30..... Fort Concho Speaker Series

San Angelo Welcomes the Following Conventions, Meetings, & Major Events in September

Date	Event	Expected Attendance
5	Unite & Conquer	6,000-8,000
11-13	Super Series	1,100
12-13	Butterfield Trail Ultra Light Pilots	30
12-13	LVHS Classes of the Sixties	50
14-17	Texas Ext. Education Assoc. Conference	550
14-18	BCD Travel September Meeting	40



From the Mailbag...

On behalf of the National Pan American Golf Association and its national board, I want to congratulate San Angelo for having been officially chosen as the site of our 2010 National PAGA Winter Meeting and Golf Tournament. It is truly gratifying that the San Angelo chapter accepted the challenge to be our host on March 18-20, 2010.
~ Toyo Amador, PAGA National President

Thank you for all of your help with the West Texas Press Association Convention. I really appreciate all that you did.
~ Melissa Perner

ASU Small Business
Development Center

The Small Business Development Center is located on the ASU Campus. Classes are in Rassman Bldg. Conference Room 100 and are free unless otherwise specified. To register, call 942-2098 or e-mail sbdc@angelo.edu.

**Essentials of Starting a
New Business**

September 1
6:00 - 8:30 p.m.

Business Plan

September 3
6:00 - 8:30 p.m.

**Introduction to
QuickBooks**

September 10, 3 - 6 p.m.
MCS Building Lab
Room 111B
Cost: \$30

QuickBooks Basics

September 22, 3 - 6 p.m.
MCS Building Lab Rm. 111B
Cost: \$30

**QuickBooks
Advanced**

September 24, 3 - 6 p.m.
MCS Building Lab Rm. 111B
Cost: \$30

Marketing 101

September 29
6:00 - 8:30 p.m.



Ribbon
Cuttings



Bubba's Smokehouse
1801 Ben Ficklin 227-5349
Fred Fleming, Owner



Angelo Tree Experts
895-4058
Arlen Fisher, Owner
Jay Harmon, General Manager



**Paula Sue's Café
& Gift Shop**
1911 S. Bryant 227-8840
Mike & Paula
Hardegee, Owners



Texas Country DJ
234-1252
Steve Spencer, Owner



I'll Fly Away
947-4984
Rodger Hill, Owner

What is *Juice Plus+*?



Juice Plus+ is a convenient and affordable way to add nutrition to your diet from fresh, raw, fruits & vegetables.

The US Department of Agriculture's new food pyramid recommends 9 to 13 daily servings of raw fruits and vegetables.

We all know we need to eat our fruits and vegetables every day to reduce the risk of major diseases such as Heart Disease, Cancer, and Stroke. The problem is that almost no one does it.

Juice Plus+ is a **whole food**, not a vitamin, consisting of 17 nutrient dense fruits, vegetables, and grains that have been juiced, dried out at a very low temperature and put into capsule, chewable, and gummy form.

Juice Plus+ has been independently studied and the research has been published in 11 peer-reviewed medical journals, proving it works.

For More Information about Juice Plus

Please Contact:

Sheila Tomerlin 325-656-5621

tomerlin@wcc.net

tomerlin4juiceplus.com



SAN ANGELO BUSINESS BAROMETER SEPTEMBER 2009

A GAUGE OF SAN ANGELO'S ECONOMIC INDICATORS
PUBLISHED BY THE SAN ANGELO CHAMBER OF COMMERCE
HOPE@SANANGELO.ORG (325)655-4136

Building Permits

July	2009	Total Value	2008	Total Value
New Single Family Residence	16	\$2,402,000	21	\$4,097,600
New Commercial	4	\$3,277,299	4	\$9,210,000
Other	801	\$1,680,089	696	\$1,503,269
Totals	821	\$7,359,388	721	\$14,810,869
YTD Totals	5,094	\$60,755,242	5,007	\$79,716,479

Sales and Use Tax Rebated

June	2009	2008	% Change
City of San Angelo	\$1,802,965.83	\$1,904,946.97	-5.35%
Totals YTD	\$13,410,340.21	\$13,063,887.71	2.65%

Labor Market Statistics

July	2009	2008
Civilian Labor Force	44,616	43,694
Total Employment	41,576	41,800
Total Unemployment	3,040	1,894
Unemployment Rate	6.8%	4.3%

San Angelo Regional Airport – Mathis Field

July	2009	2008
Enplaned	5,524	6,363
Deplaned	5,007	5,549
Enplaned YTD	29,647	33,919
Deplaned YTD	27,443	31,706

MLS Statistics – Single Family Residential

July	2009	2008
Total Sold	125	122
Dollar Volume	\$16,263,290	\$14,916,903
Total Sold YTD	727	825
Dollar Volume YTD	\$94,692,305	\$103,339,822

Hotel/Motel Occupancy

July	2009	2008
Occupancy Rate	61.3%	73.6%
Average Daily Room Rate	\$68.49	\$70.47

SOURCES: CITY OF SAN ANGELO PERMITS & INSPECTIONS DEPARTMENT, STATE COMPTROLLER OF PUBLIC ACCOUNTS, SAN ANGELO REGIONAL AIRPORT, TEXAS WORKFORCE COMMISSION, SAN ANGELO ASSOCIATION OF REALTORS, SAN ANGELO CONVENTION AND VISITORS BUREAU