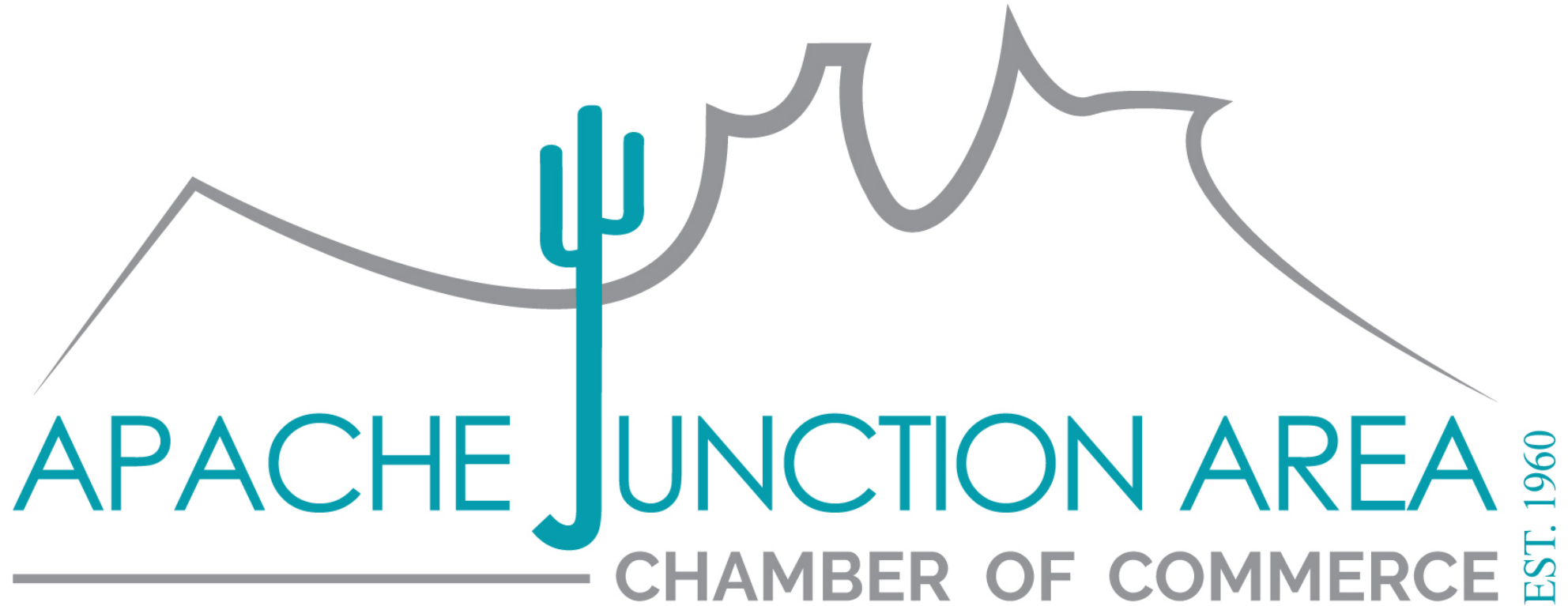


2020 ANNUAL REPORT

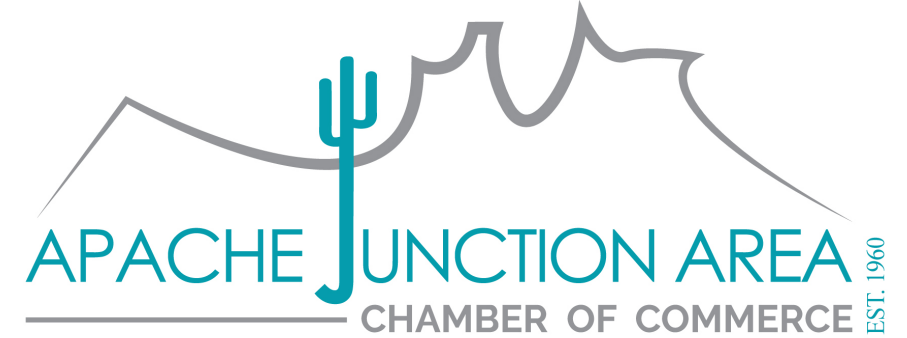


APACHE JUNCTION AREA

CHAMBER OF COMMERCE

EST. 1960

NOTE FROM THE CEO



2020 was a challenging and painful year for the Apache Junction area as well as the rest of the world. Many, if not all of us have had to adapt to the hands free, virtual world we now live in.

We mourn the loss of so many of our friends and loved ones as well as the local businesses that were not able to make it due to the pandemic.

It has however, been incredible to see our community members band together to support our businesses and community throughout this crisis. While we were not able to properly celebrate our 60th Anniversary last year we are optimistic that we be able to do this in a huge way once the restrictions are lifted.

I realize it's been a financial difficulty for some of our members to continue their membership over the past year and into 2021. However, it's more important than ever before to continue your participation, connections, visibility, and partnership to be able to thrive in 2021 and beyond.

It is truly an honor and privilege to partner with and represent you as the collective business voice of the Apache Junction area. I want to thank all of you for your spirit of collaboration, support and personal investment you have made in our business environment and community.





Mixers & Networking Groups

We Are Here to Help YOU and YOUR Business Succeed.



Mentoring



Programs & Events



Sponsorship Opportunities



ACE Hardware Office DEPOT OfficeMax



Relationships



Community Connection



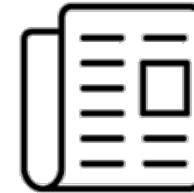
Ribbon Cuttings & Grand Openings



Promotion



Member Referrals



Marketing Opportunities



Visibility



Social Media Exposure



Official AOT Visitor Center



APACHE JUNCTION AREA CHAMBER OF COMMERCE EST. 1960

2020 BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Steve Byfield, Chairman
Roadhaven Resort

Matt Fliss, Vice Chairman
Edward Jones

Audrie Ouellette, Secretary
Little Caesars Pizza

Dr. Krista Anderson, Treasurer
Apache Junction Unified School District

BOARD MEMBERS

Dr. Jeffrey Bunkelmann
Central Arizona College

Danielle Greene
VFW Post #7968

Robert Gardner
Banner Goldfield

Brian Heath
Salt River Project

Stephen Herring
Republic Services

Lora Keller
Dolce Vita

Elisa Krcilek
Mountain View Funeral Home

Aaron McDermid
State Farm

Warde Nichols
ASU Polytechnic

Taylor Serdy
AJI Sporting Goods

Brian Sexton
Phoenix-Mesa Gateway Airport

Scott Sims
Stucco Works

Renee Siuda
Brookdale Senior Living

EX-OFFICIOS

Bryant Powell
City of Apache Junction

Janine Hanna-Solley
City of Apache Junction



2020 BALANCE SHEET

- ASSETS

(As of December 31, 2020)

| | Total |
|---|---------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| Pinal FCU Checking D015 | 67,494.68 |
| Pinal FCU Savings 005 | 110,416.33 |
| Total Bank Accounts | \$ 177,911.01 |
| Other Current Assets | |
| Money Market | 10,914.04 |
| Total Other Current Assets | \$ 10,914.04 |
| Total Current Assets | \$ 188,825.05 |
| Fixed Assets | |
| Building | 285,123.71 |
| Building - Accum Depreciation | -135,945.73 |
| Computer Equipment | 11,675.58 |
| Computer Equipment - Accum Depreciation | -9,838.00 |
| Donated Assets | 30,229.20 |
| Furniture & Fixtures | 4,108.31 |
| Furniture & Fixtures - Accum Depreciation | -4,108.00 |
| Land | 10.00 |
| Misc Equipment | 19,281.89 |
| Misc Equipment - Accum Depreciation | -19,281.00 |
| Total Fixed Assets | \$ 181,255.96 |
| TOTAL ASSETS | \$ 370,081.01 |

2020 BALANCE SHEET - LIABILITIES

(As of December 31, 2020)

| | |
|---------------------------------|---------------|
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Credit Cards | |
| Pinal FCU CC - 2010 | 1,778.66 |
| Total Credit Cards | \$ 1,778.66 |
| Other Current Liabilities | |
| Direct Deposit Payable | 0.00 |
| Payroll Liabilities | |
| AZ Income Tax | 343.02 |
| AZ Unemployment Tax | 0.00 |
| Dental Ins | 309.21 |
| Federal Taxes (941/944) | -928.65 |
| Federal Unemployment (940) | 27.46 |
| Med Ins | 528.58 |
| Vanguard Prime MM | 678.37 |
| Total Payroll Liabilities | \$ 957.99 |
| Total Other Current Liabilities | \$ 957.99 |
| Total Current Liabilities | \$ 2,736.65 |
| Long-Term Liabilities | |
| EIDL Loan | 120,400.00 |
| Total Long-Term Liabilities | \$ 120,400.00 |
| Total Liabilities | \$ 123,136.65 |
| Equity | |
| Opening Balance Equity | 220,407.37 |
| Retained Earnings | |
| SBA EIDL Grant | 3,000.00 |
| Net Income | 23,536.99 |
| Total Equity | \$ 246,944.36 |
| TOTAL LIABILITIES AND EQUITY | \$ 370,081.01 |

CHAMBER BY THE NUMBERS - 2020

ACTIVE MEMBERS: 344

NEW MEMBERS WELCOMED: 44

RIBBON CUTTINGS: 5

FACEBOOK FOLLOWERS: 4,281

INSTAGRAM FOLLOWERS: 943

LINKED IN CONNECTIONS: 81

TWITTER FOLLOWERS: 327

SOCIAL MEDIA POSTS: 752

E- NEWSLETTERS: 195



RIBBON CUTTING CEREMONY



TOAST

Gio's Breakfast & Lunch
1422 E. Broadway Avenue
Apache Junction

Monday, September 28, 2020 | 10:00 am



WHAT'S NEW IN 2020

HOME

ABOUT

MEMBERS

EVENTS



ADVOCACY

VISIT

RESOURCES

JOIN TODAY!



WELCOME TO THE
Apache Junction
Chamber of Commerce



Director of Sales & Marketing
Heather DeBrosse
sales-marketing@ajchamber.com



CLOSED DUE TO COVID MARCH 20 - JUNE 1



YOUR HEALTH IS OUR #1 PRIORITY

Here are the actions we are taking



- Requiring staff wear a mask covering their nose and mouth
- Requesting customers to wear a mask covering their nose and mouth before entering our office
- Using health shields between visitors and staff at service counters
- Providing personal protective equipment for staff, including masks and gloves



- Screening staff for fever (over 100.4 degrees), cough, or shortness of breath
- Asking visitors with fever, cough or shortness of breath to not enter the office



- Maintaining the six-foot physical distancing requirements for staff and visitors
- Operating business at a reduced occupancy
- Refraining from physical contact and limit shared tools or spaces



- Disinfecting common areas regularly including high-touch surfaces
- Providing disinfectant and sanitization products for staff to clean their workspace and equipment



- Requiring hand washing and sanitation by staff
- Making hand sanitizer, disinfecting wipes, and soap and water readily available to staff



- Requiring staff who exhibit symptoms or illness to stay home and seek medical attention



- Using technology solutions where possible to reduce person-to-person interaction



- Discouraging large gatherings

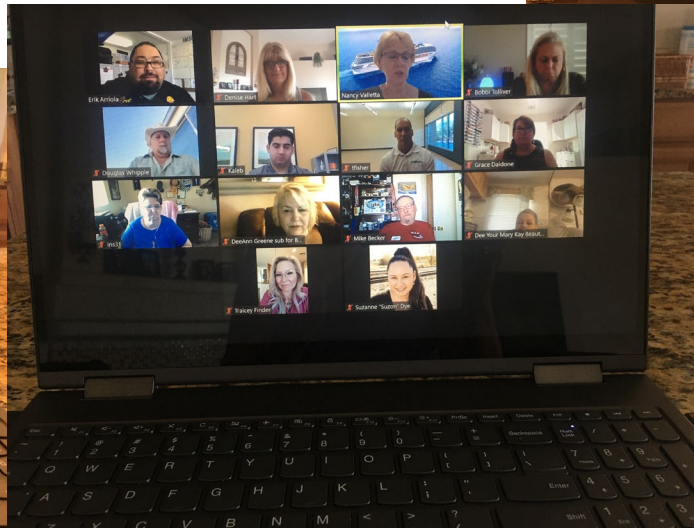


CONNECTIONS

Connecting Businesses to Business is something the Chamber does best. Whether it's joining one of our Leads Group, attending our Monthly Mixers, introductions and recommendations from our Chamber office staff and volunteers, we offer an abundance of networking opportunities to promote strong and healthy business relationships within the community. Contact us at the Chamber to find out how you can become more involved.

LEADS GROUPS: Tuesday and Friday mornings - 8:00 - 9:00 AM

MONTHLY MIXERS: 3RD Thursday of each month - 5:30 - 6:30 PM



APACHE JUNCTION
CHAMBER OF COMMERCE

Sponsored by:  REPUBLIC SERVICES

AFTER HOURS VIRTUAL MIXER

**THURSDAY, SEPT. 17, 2020
5:30 - 6:30 PM**

Join us for an evening of learning, networking & FUN!

FREE - Members Only - \$5 to participate in 50/50 raffle

Register at: ajchamber.com/

- Zoom information will be sent with confirmation.

A Brand Called YOU

- Building a personal brand within your company & market
- Go beyond results and hitting your number
- Differences between Good & Great

Guest Presenter:

Tracy Bullock



Contact us at 480-982-3141 or sales-marketing@ajchamber.com for more information.



ADVOCACY

Public policy significantly impacts businesses and their ability to operate. From transportation initiatives to workforce training, to tax law, legislation influences the competitiveness and profitability of our businesses.

We are an active member of the East Valley Chamber of Commerce Alliance (EVCCA). Together we represent over 5,000 members. The EVCCA uses an integrated approach to develop our policy positions and then proactively advocates for those positions at all levels - federal, state and local to allow for businesses to thrive. The committee meets weekly.



ADVOCACY



BUSINESS PRIORITIES
2020 LEGISLATIVE SESSION



The Voice of East Valley Business
Representing 5,000 member firms with a collected voice
at the State and Federal levels since 1999.

evcca.org



2020 Legislative Session
REPORT CARD

The Voice of the East Valley Business
Representing 5,000 member firms with a collected
voice at the State and Federal levels since 1999.
evcca.org



COVID-19 BUSINESS
IMPACT SURVEY (4)

PUBLISHED
JUNE 30, 2020



PRESS RELEASE

East Valley Chambers Submit
Memo to Governor Ducey

RELEASE SUGGESTIONS FOR RE-OPENING THE ECONOMY



ADVOCACY



“The U.S. Chamber is the most the influential and effective advocacy organization in Washington and on the planet. Through its network of chambers across the country, the U.S. Chamber brings the business community together to speak with one voice on key policy matters. The U.S. Chamber exists for the noblest of purposes so that all of us can participate in the free market system and make the most of our talents to achieve the happiness we all desire.”

Glenn Hamer, President and CEO
Arizona Chamber of Commerce & Industry



U.S. Chamber of Commerce

We are proud to continue our membership with ACE and the U.S. Chamber of Commerce which provides us with a voice as a collective group within the state and country. This provides an avenue for chambers across the state and country to work together on issues at the local, state and federal levels and to keep up to date with the latest news from the Arizona and federal legislature. These partnerships also allowed us to support and sign on to several letters to the government in support of small business initiatives including the renewal and increase of funds for the CARES act, Paycheck Protection Program (PPP), Emergency Injury Disaster Loan (EIDL) Grant & Loan in order to help secure the financial relief needed.



EVENTS

The Chamber works hard to promote local commerce through annual events. Unfortunately, we were hit with a blow with the pandemic which provided limitations on those events allowed to host per State and City guidelines. Below is a list of events held in 2020:

- AJ Chamber Business & Leisure Expo – Showcased over 40 businesses to give the community an opportunity to see products and services in one place
- Lost Dutchman Days, Carnival and Parade – Highlight of the year, the Chamber hosts the Lost Dutchman Days Parade & Carnival in February
- Candidate Forum –Featured moderated panel interviews with Mayoral and City Council candidates.
- AJ Chamber Superstition Open Golf Tournament – Held at Gold Canyon Golf Resort, a sold-out event, we hosted 124 golfers with a portion of the proceeds going towards our scholarship program
- Halloween Boo Through – Replaced Trunk or Treat
- Jingle in the Junction – Christmas Decorating Contest & Promotion

EVENTS - Business & Leisure Expo

Free Entry!
**Business & Leisure
Expo**

SATURDAY, JANUARY 11, 2020
10:00 AM - 2:00 PM
DOLCE VITA
**3301 S GOLDFIELD RD, APACHE
JUNCTION, AZ 85119**

**Dozens of vendors under
one roof!
Win raffle prizes.
Complimentary
Coffee & Donuts
thanks to**
**Amazing
Dental Care**
Mexico Dentistry. Experience the SMILING!



EVENTS - LDD Parade



EVENTS - LDD Carnival



EVENTS - Candidate Forum



presents

**APACHE JUNCTION
MAYOR & CITY COUNCIL**

Meet the Candidates Forum

**APACHE JUNCTION
PERFORMING ARTS CENTER**

TUESDAY, JUNE 23 - 5:30 PM

This is your opportunity to get to
know the candidates running
for Mayor and City Council

Limited seating
Will be recorded for virtual viewing

**MASKS
REQUIRED**



supporting sponsor



EVENTS – Superstition Open Golf Tournament



EVENTS - Boo Through



EST. 1960
AJ
AJ CHAMBER


SATURDAY, OCTOBER 31
2 - 5 PM

**HALLOWEEN
BOO THROUGH**

567 West Apache Trail, Apache Junction



EVENTS - Jingle in the Junction



Jingle in the Junction

HOLIDAY DECORATING CONTEST

Apache Junction & Gold Canyon Businesses
December 5-16, 2020
Contact sales-marketing@ajchamber.com
for more information and to register to win!



Apache Trail High School - Wolfpack

December 18, 2020 · 🌐



In case you didn't hear yet . . .ATHS has the most Jingle in the Junction! We cannot wait to display the trophy on campus. Thank you to the [Apache Junction Chamber of Commerce & Visitor Center](#) for hosting this fun and festive event!

#athswolfpack #athswolfpackpride #LeonaLeads #jingleinthejunction #aj_chamber



JINGLE IN THE JUNCTION

And we have a winner...

APACHE TRAIL HIGH SCHOOL



PROGRAMMING



Chamber programs serve to educate, communicate and provide member value through:

Newsletters - Providing and sharing of member promotions, showcasing Chamber events & programming

Discover Magazine - Distribution of 20,000 with member listings/ads, area history and information

Social Media - Frequent posting of important business related and community issues, sharing of member posts

Ambassador Program - Team of positive, chamber members who work towards sharing the Chamber vision and membership options, helping at events, hosting of ribbon cuttings

Shop Local - Dedicated discount card with special discounts and offerings to promote our members during slower summer months. This was extended through October this year to further help our local business

HS Scholarship Program - This year we awarded 5 local high school seniors with a college scholarship. The awards are issued based on their professional goals, financial need, community involvement, GPA, and personal, professional and academic accomplishments



VISITOR CENTER

Chamber members have the added benefit of promoting their business through business cards and fliers displayed in our spacious, Visitors Center. Our friendly, smiling and knowledgeable volunteers help our visitors and residents alike find and discover our Apache Junction and majestic Superstition Mountain area and all the things there are to do. The volunteer staff also help by referring our members to those needing service providers along with restaurant and attraction selections.

In 2020, due to the pandemic we were forced to close our Visitor Center for 2 months. We were one of the first Chambers in the state to reopen and had nearly 10,000 visitors through our doors from all over the world, and from all 50 states, as well as local residents.



2020 Total Visitors

Arizona

- Local: 791

- In-State: 2,273

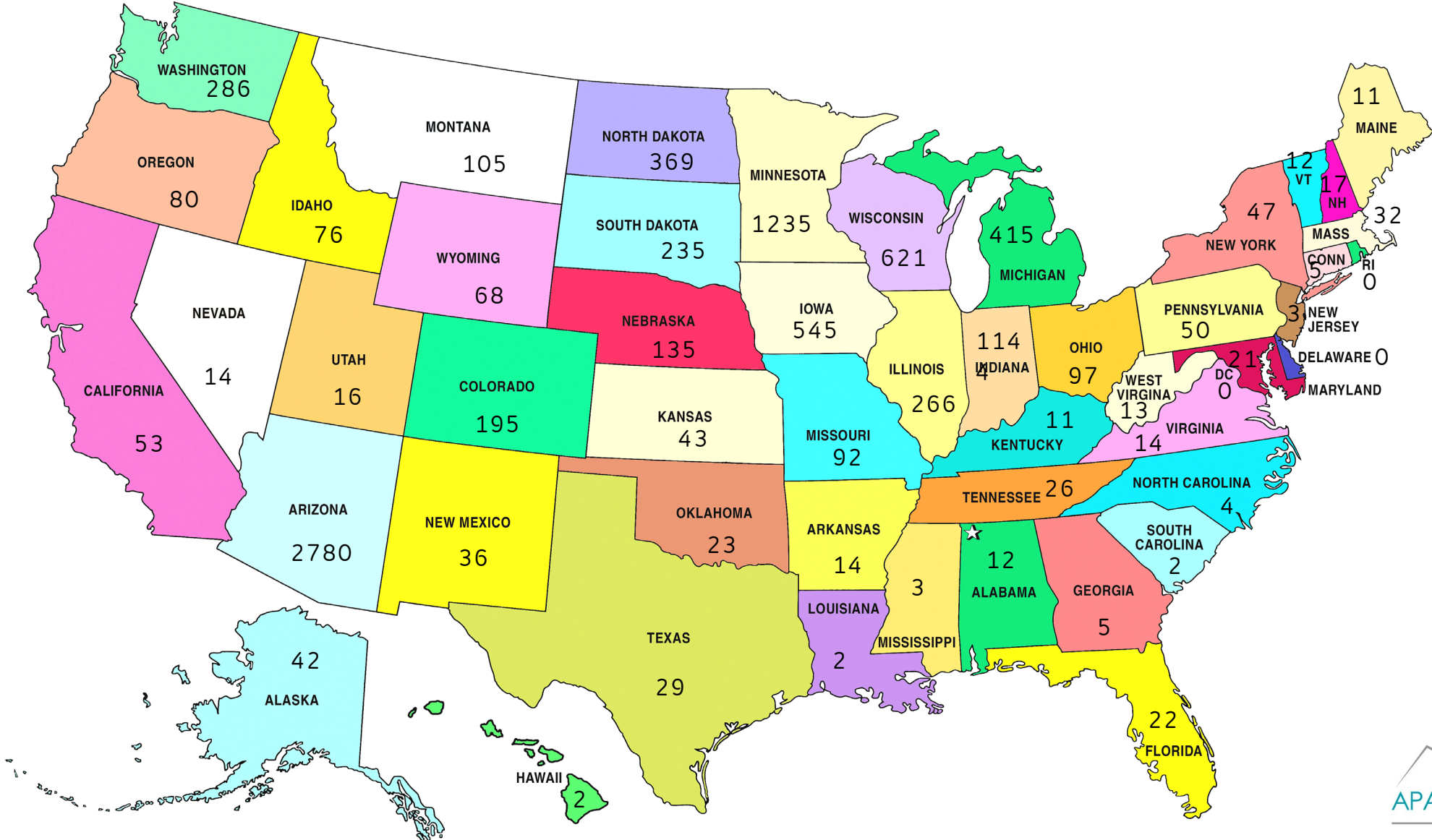
Out-of-State: 5,516

Foreign Visitors: 1,067

TOTAL: 9,647



Out-of-State Visitors



VISITOR CENTER - Annual Report

The annual Visitor Center report for 2020 was presented to the Mayor and City Council on Tuesday, November 17. The Chamber also accepted the Small Business Saturday Proclamation from the Mayor that evening.



SPECIAL RECOGNITION



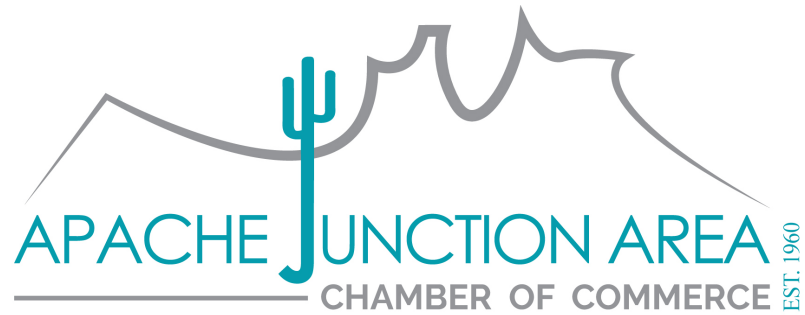
JIM EDWARDS

In Appreciation of 21 Years of
Dedicated Service

1999 - 2020



WHAT'S NEW IN 2021



EST. 1960
AJ
CHAMBER

SPRING INTO SAVINGS
SHOP SMALL

Buy \$50
Get a \$20 Gift Card

Visit ajchamber.com for more information and the list of participating businesses



WOMEN IN BUSINESS
WB
WOMEN IN BUSINESS

Apache Junction Area Chamber of Commerce

You are invited to our inaugural

WOMEN IN BUSINESS

Inspire, connect and learn with other local area business women

THURSDAY, MARCH 4
11:00 AM - 12 NOON
VIRTUAL

SPEAKER SERIES
MENTORSHIP PROGRAM
BUSINESS WOMAN OF THE YEAR AWARDS
AND MUCH MUCH MORE...

CELEBRATE
WOMEN'S HISTORY MONTH



**THANK YOU FOR YOUR
CONTINUED PARTNERSHIP
& INVESTMENT IN OUR
BUSINESS COMMUNITY**

