



## The Voice of Business for Strong Communities

Communities and businesses need each other. As the leading advocate for both, the chamber of commerce champions vibrant, thriving communities. Advocacy. One more way the chamber ensures your community hears the voice of business.

Be a part of the

**Brownsville Chamber of Commerce**

Leading Businesses. Leading Communities.™



# 2010-2011 OFFICERS, DIRECTORS & STAFF

Revised 10/14/10 ARB

## OFFICERS

### Robert Berry

Chairman of the Board  
International Shipbreaking LTD, L.L.C.  
P.O. Box 6048  
Brownsville, Texas 78523-6048  
831-2299 fax 831-4112  
neptunerlb@aol.com

### Barry Goodrich

Immediate Past Chairman  
Delphi Delco Electronics de Mexico S.A. de C.V.  
601 Joaquin Cavazos Rd.  
Los Indios, Texas 78567  
228-7000 fax 228-7206  
barry.f.goodrich@delphi.com

### Glen Boles

1st Vice-Chairman  
Valley Baptist Medical Center-Brownsville  
1040 W. Jefferson St.  
Brownsville, Texas 78520  
698-5433 fax 698-5747  
glen.boles@valleybaptist.net

### Alex Martinez

2nd Vice Chairman/Secretary  
International Bank of Commerce  
PO Box 1831  
Brownsville, TX 78526-1831  
547-1035 fax 547-1037  
amartinez3@ibc.com

### D. Marty Bogart, CPA

Treasurer  
1805 E. Ruben Torres Blvd., Ste. B-20  
Brownsville, TX 78521  
504-6550 fax 504-6555  
marty@pdlrmail.us

### Angela R. Burton, IOM

President/CEO  
Brownsville Chamber of Commerce  
1600 University Blvd.  
Brownsville, Texas 78520  
542-4341 fax 504-3348  
angela@brownsvillechamber.com

## DIRECTORS

### Joe Atkinson

2011

Wells Fargo Bank  
835 E. Levee St.  
Brownsville, TX 78520  
548-6306 fax 550-4055  
joe.a.atkinson@wellsfargo.com

· **Roy De los Santos, Jr.** 2011  
· Brownsville Elks Lodge #1032  
· 2223 Central Blvd.  
· Brownsville, TX 78520  
· 542-3545  
· roy.delossantos@sbcglobal.net

· **Diana Delaunay** 2011  
· BBVA Compass Bank  
· 629 E. Elizabeth St.  
· Brownsville, TX 78520  
· 547-3800 fax 547-3806  
· Diana.Delaunay@compassbank.com

· **Neel Fulghum** 2011  
· Sierra Title Company  
· 1805 E. Ruben Torres, Ste. B-3  
· Brownsville, TX 78526  
· 986-2200 fax 986-2220  
· nfulghum@sierrargv.com

· **Placido J. Garcia** 2011  
· Plagar Engineering, LLC  
· 1155 Military Hwy  
· Brownsville, TX 78520  
· 550-9995 fax 550-9939  
· plagarengrg@aol.com

· **Dr. Manjula Raguthu** 2011  
· Active Life Rehabilitation Center  
· 315 Jose Marti Blvd.  
· Brownsville, TX 78523  
· 546-7530 fax 504-5470  
· medical100@hotmail.com

· **David Handley** 2012  
· Valley Regional Medical Center  
· 100 Alton Gloor Blvd.  
· Brownsville, TX 78526-3354  
· 350-7000 fax 350-7111  
· david.handley@HCAHealthcare.com

· **Erick Lucio** 2012  
· Royston, Rayzor, Vickery & Williams L.L.P.  
· 55 Cove Circle  
· Brownsville, TX 78521-3509  
· 542-4377 fax 542-4370  
· erick.lucio@roystonlaw.com

· **David Musso** 2012  
· Plitt Crane & Equipment, Inc.  
· 2601 R.L. Ostos Rd.  
· Brownsville, TX 78521-1020  
· 831-4278 fax 831-9626  
· david.musso@plitttrigging.com

· **Norma Torres** 2012

· Brownsville & Rio Grande International  
· Railroad  
· P.O. Box 3818  
· Brownsville, TX 78523-3818  
· 831-7731 fax 831-2142  
· ntorres@brgrr.com

· **Brunilda Villarreal** 2012  
· Farmer's Insurance Group - Nathan Villarreal  
· Group  
· 3040 FM 802, Suite C  
· Brownsville, TX 78526-2871  
· 541-9050 fax 541-9055  
· bvillarreal@rgvrr.com

· **Olga Gonzalez** 2013  
· Falcon International Bank  
· 2200 Boca Chica Blvd., Suite 100  
· Brownsville, TX 78521-2212  
· 548-2265 fax 982-1649  
· ogonzalez@falconbank.com

· **Jorge Montiel** 2013  
· Wal-Mart Supercenter  
· 3500 W. Alton Gloor Blvd.  
· Brownsville, TX 78526-9286  
· 350-2022 fax 350-2026  
· jmontie.s00456.us@wal-mart.com

· **Humphrey G. Thomas** 2013  
· Edward Jones  
· 2494 Central Blvd., Suite C  
· Brownsville, TX 78520-8458  
· 574-8281 fax 866-515-2185  
· humphrey.thomas@edwardjones.com

· **Esmeralda Villarreal** 2013  
· Residence Inn by Marriott-Brownsville  
· 3975 N. Expressway 77  
· Brownsville, TX 78520-9391  
· 350-8100 fax 350-8101  
· esmy.villarreal@ihrc.com

## STAFF

· **Angela R. Burton, IOM**  
· President/CEO  
· angela@brownsvillechamber.com

· **Aaron Rendon**  
· Director of Special Projects  
· aaron@brownsvillechamber.com

· **Veronica Chavez**  
· Business Office Specialist  
· veronica@brownsvillechamber.com

· **Delia Pena**  
· Administrative Specialist  
· delia@brownsvillechamber.com

· **Alfredo Picazo**  
· Information Specialist  
· alfredo@brownsvillechamber.com

Brownsville Chamber of Commerce



# TAKE ACTION!

*Chamber Committee Teams and Task Force Teams provide you an opportunity to further develop your business, voice your concerns and opinions and serve your community.*

## STANDING COMMITTEES

### MEMBERSHIP SERVICES DIVISION

#### MEMBERSHIP DEVELOPMENT

**Chair:** Esmeralda Villarreal  
Residence Inn by Marriott

To attract new members while providing existing members with business development programs, information and services needed to enhance their competitive edge in the marketplace and to ultimately maintain 1,000 active members.

#### BIENVENIDOS COMMITTEE

**Chair:** Brunilda Villarreal  
Farmers Insurance Group -  
David Villarreal Insurance

#### Vice

**Chair:** Cris Garza  
Sunset Funeral Home

To conduct groundbreaking, ribbon cutting and other ceremonies in support of Chamber membership and to function as a proactive goodwill extension of the Chamber.

### ECONOMIC DEVELOPMENT DIVISION

#### SMALL BUSINESS DEVELOPMENT COMMITTEE

**Co Chair:** Eva Woodfin, Community  
Development Corp. of Brownsville

To promote and assist small business through proactive innovative programs, education, motivation, networking and other resources available to facilitate growth.

#### INTERNATIONAL TRADE COMMITTEE

**Chair:** Steve Perez  
Cargo USA Logistics

To represent the international commerce and trade needs of chamber members and the community.

### COMMUNITY DEVELOPMENT DIVISION

#### BROWNSVILLE BUSINESS & EDUCATION COALITION

**Chair:** David Merrill  
Wells Fargo Advisors

#### Vice

**Chair:** Traci Wickett  
United Way of Southern C.C.

To promote programs and initiatives between businesses and schools that support high school completion rates and college/workforce readiness as well as to advocate for effective education strategies at local, state and federal levels of government..

#### BROWNSVILLE CRIME STOPPERS

**President:** Diana Delaunay  
BBVA Compass

To provide an anonymous reward program that involves the citizens, the media, and local area law enforcement in an effective crime control program. The program is designed to assist law enforcement agencies in the identification apprehension and prosecution of persons suspected of having committed a criminal act.

### GOVERNMENTAL AFFAIRS DIVISION

#### GOVERNMENTAL ADVOCACY FOR BUSINESS

**Chair:** Reba Cardenas McNair  
Cardenas Development  
Company, Inc.

To promote awareness and take action on governmental issues of importance to chamber members at local, state and federal levels and to increase member involvement around critical issues related to voting, legislation and business advocacy.



# TOP 25 REASONS to be a member of the Brownsville Chamber of Commerce

Ask Yourself...for about 63 cents a day...

Who promotes me? How can I get referrals? Who represents my interest in government?  
Who keeps me informed? Who can I turn to when I need help?



Membership at the Brownsville Chamber of Commerce is an important element in your formula for business success. Chamber benefits can multiply your own business programs and be an asset for you and your employees.

## Money Saving Opportunities

- 1. Attend Brownsville Chamber functions at member rates** from networking events to seminars and public affairs luncheons.
- 2. Claim your annual chamber dues** investment as a tax-deductible business expense.
- 3. Two for the price of one.** As a small business you will receive an additional membership to the U.S. Chamber of Commerce when you join the Brownsville Chamber. The U.S. Chamber membership is valued at \$365.00. Ask staff for details. Small Businesses only.

## Marketing Advertising Public Relations

- 4. Target new customers** using mailing labels for the chamber's more than 1,000 members. Organized by zip

code, or business category, labels are available for purchase.

- 5. Send your electronic ad via email to our member database** or sponsor an eNews where your logo will be displayed with a direct hyperlink to a document or website of your choice. **The Chamber reserves the right to pre-approve all electronic ads.**

- 6. Display your brochure at the chamber's reception center** located at 1600 University Blvd. and open five days a week 8-5 PM. The center is staffed by a professional information specialist who annually serves more than 50,000 walk-in, call-in and write-in customers.

- 7. Make new business contacts at chamber events-**Business After Hours Mixers, Public Affairs Luncheons, Speed Networking Events, Annual Banquet, Coffee Talk, Networking at Noon and the Business to Botana Expo.

- 8. Exhibit your product or service** at the chamber's annual Business to Botana Expo attended by hundreds

of potential customers and your fellow chamber members. Additionally, you can participate in a free pre-expo workshop developed to teach exhibitors proven techniques on how to prepare for and "work" an expo or trade show.

- 9. Mail an advertising insert** (for a modest fee) with the chamber's monthly newsletter to reach a target market of more than 2,100 Brownsville businesses and community leaders. Ask staff for details on how you can save on mass mailing. **The Chamber reserves the right to pre-approve all flyers.**

- 10. Create awareness by advertising in the Chamber's Community Profile.** The Brownsville Chamber publishes an annual community profile distributed to 7,500 potential customers who call or email the chamber for relocation information as well as chamber members. An online version is also published with more than 2 million hits on Chamber's website. **Advertising is available for members only.**

- 11. Invite the Bienvenidos Committee to your grand opening,** ribbon cutting, anniversary, open house or other business occasion. Bienvenidos Committee Members, who are chamber members like yourself, represent the Brownsville Chamber at your event. We will gladly provide a ribbon cutting ceremony Monday thru Friday with at least a two week notice. Ask for our free event planning guide "7 Easy Steps".

- 12. Print the Chamber logo on your company's publications** or collateral material and show the business community that you're a proud member of the Brownsville Chamber of Commerce.

- 13. Have others read about your company's accomplishments** or newsworthy events on the Member highlights page of the chamber's monthly newsletter the "Progress" which has a circulation of 18,500. Ask staff for details on how you can save on advertising with Valley Media.

**14. Create awareness worldwide** through your free listing on the Brownsville Chamber of Commerce's Website at [www.brownsvillechamber.com](http://www.brownsvillechamber.com). The Chamber will hyperlink your webpage to your chamber listing free of charge. We also have internet mapping and online listing upgrades available. Additionally, you will have access to an online community calendar where you can post your organizations special events free of charge. **Ask staff for details on how you can save on internet advertising. The Chamber reserves the right to approve all online calendar postings.**

## Your Voice In Government and The Community

**15. Stay abreast of city, county, state and federal government actions.** Through the services of the chamber member committees, the chamber's board of directors take a position on community, state and federal issues that directly impact the business community.

**16. Benefit from the chamber's role as the collective voice of business** when addressing

the impact potential legislation will have on doing business in Brownsville. Members are surveyed annually for their opinions on issues concerning legislation and Brownsville's business climate, which help formulate board positions, letters to legislators and editors, new chamber programs and public policy forums.

**17. Join one of the standing committee or task force teams** and work with leaders in the community involved in public schools, water issues, state legislature, infrastructure, highway construction and much more.

**18. Be a part of a community team!** The Brownsville Chamber works in cooperation with the Brownsville Economic Development Council, the Brownsville Convention and Visitors Bureau, the University of Texas at Brownsville, Workforce Solutions - Cameron, U.S. Chamber of Commerce and the Small Business Development Center and other regional and national business associations.

## Professional Development and Skills Training

**19. Send your employees (or attend yourself) to one or all of the 35 seminars scheduled this year.** Seminars or workshops to help upgrade your business skills, such as customer service, sales techniques, market research, time management, computer skills and business financing.

**20. Receive FREE business counseling on a one-to-one confidential session** by appointment at the chamber offices. Conducted by business counselors from the Small Business Development Center.

**21. Research assistance.** The chamber has a variety of data available including demographics, statistics, business trends, and business publications.

## Recognition

**22. Display your membership decal and/or plaque** where your customers and employees can see them. You'll be

recognized as a good corporate citizen and an important part of Brownsville business community.

**23. Install our electronic membership plaque** Ask for our online decal to display on your business website. Show your Chamber pride in a high-tech way.

**24. Be chosen for the Customer Service Shining Star Award** Each month the Small Business Development Committee recognizes a company that excels in customer service.

**25. Be nominated for one of the many Small Business Awards** Each year the Brownsville Chamber nominates small business members to compete for area, regional and nation-wide U.S. Small Business Administration Awards.

**ONE MORE REASON... Join the M2M Discount Program...** If you would you like to increase your business among Chamber members while also taking advantage of specials offered to you...then we have an opportunity for you. 50 members are in the M2M Program to include extra discounts with Office Depot & Time Warner Cable Media Sales.



## Mission Statement

The Brownsville Chamber of Commerce is a member driven business organization whose principal mission is to advance the business interests of its members through leadership, advocacy, civic involvement, promotion and business-building initiatives.

**To Learn More about how the Chamber can benefit your business contact Sadie Macias at (956) 542-4341 or visit [www.brownsvillechamber.com](http://www.brownsvillechamber.com)**

# CALENDAR OF EVENTS

BROWNSVILLE CHAMBER OF COMMERCE  
EVENTS FOR FISCAL YEAR 2010-2011

2010				2011	
------	--	--	--	------	--

OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH
Start of New Fiscal Year	Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk
Coffee Talk	Networking @ Noon #1	Chamber Holiday Mixer	Annual Banquet/Leadership Luncheon	Charro Days Business After Hours Mixer	Networking @ Noon #2
New Board of Directors Orientation	Various Committee Meetings	Various Committee Meetings	Speed Networking Event #1	Various Committee Meetings	Diamond Ball 2011
Various Committee Meetings	Seminars	Chamber Directory Published	Various Committee Meetings	Seminars	Various Committee Meetings
Seminars	Ribbon Cuttings	Seminars	Seminars	Kelly Miller Circus	Seminars
Ribbon Cuttings		Ribbon Cuttings	Ribbon Cuttings	Air Forece Band of the West	Ribbon Cuttings
				Ribbon Cuttings	

2011					
------	--	--	--	--	--

APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk	Coffee Talk
Various Committee Meetings	Speed Networking Event #2	Various Committee Meetings	Freedom Celebration Mixer	Various Committee Meetings	Business to Botana Expo
Seminar	Committee Meetings	Seminar	Board of Director's Retreat	Seminar	Speed Networking Event #3
Ribbon Cuttings	Seminar	Public Affairs Luncheon	Various Committee Meetings	Public Affairs Luncheon #2	Various Committee Meetings
	Ribbon Cuttings	Ribbon Cuttings	Seminar	Ribbon Cuttings	Seminar
			Ribbon Cuttings		Ribbon Cuttings

**Please Note:**

Events listed on these pages are tentative. Be sure to check our website at [www.brownsvillechamber.com](http://www.brownsvillechamber.com) for the most current calendar of events, or call the chamber at 542-4341

# Member Code of Ethics

**MEMBERS** shall exercise honesty, objectivity, and diligence in the performance of their products and services.

**MEMBERS** shall exhibit loyalty in all matters pertaining to the affairs of their organization or to whomever they may be rendering products or services.

**MEMBERS** shall not intentionally and knowingly be a party to any illegal or improper activity related to business dealings which would otherwise indicate a lack of personal integrity.

**MEMBERS** shall undertake only those services they can reasonably expect to complete with professional competence.

**MEMBERS** shall cooperate fully with an inquiry in the event of any alleged breach of these Code of Ethics.

**MEMBERS** shall not represent their acts or statements in such a way as to lead others to believe that they officially represent the Brownsville Chamber of Commerce, unless they are duly authorized to do so by the Brownsville Chamber of Commerce Board of Directors.

**MEMBERS** in the practice of their business or organization, shall be ever mindful of the obligation to maintain the high standards of competence, morality, and dignity promulgated by the Brownsville Chamber of Commerce.

## Notes

# ANNUAL INVESTMENT SCHEDULE

**Apartments/Condominium:** \$2.15 per unit - \$230.00 minimum

**Financial:** (Banks • Savings & Loans) amount of deposits per million

0-150	\$36/MM	301-400	\$26/MM	501-601	\$16/MM
151-300	\$31/MM	401-500	\$21/MM	601-700	\$11/MM

**General Business:** number of employees

1-3	\$230	31-40	\$565	91-100	\$1,130
4-10	\$290	41-50	\$620	101-125	\$1,340
11-15	\$355	51-60	\$670	126-150	\$1,650
16-20	\$410	61-70	\$720	151-175	\$1,960
21-25	\$460	71-80	\$825	176-200	\$2,270
26-30	\$515	81-90	\$925		
201 and over \$2,270 + 2.15 per employee over 200					

**Hospitals:** \$1,545.00 base investment + \$7.50 per bed in operation.

**Hotels/Motels:** \$230.00 + \$2.15 per room

**Individual Membership:** (Retiree • Educator • Public Employee) \$100.00 minimum  
(Retirees 65 years or older: \$75.00)

**Industries & Manufacturers:** (Brownsville) number of employees

1-3	\$230	26-50	\$460	201-250	\$800	401-500	\$1,340
4-5	\$290	51-100	\$540	251-300	\$930	501-600	\$1,700
6-10	\$355	101-150	\$600	301-350	\$1,080	601-700	\$1,960
11-25	\$410	151-200	\$670	351-400	\$1,235	701-800	\$2,270
801 & over \$2,270 + \$1.10 per employee over 800							

**Maquiladora:** (Matamoros) number of employees

1-10	\$230	501-1,000	\$600	3,001-3,500	\$2,110
11-25	\$260	1,001-1,500	\$800	3,501-4,000	\$2,730
26-50	\$290	1,501-2,000	\$1,080	4,001-4,500	\$2,990
51-100	\$355	2,001-2,500	\$1,390	4,501-5,000	\$3,350
101-550	\$490	2,501-3,000	\$1,905		
5,001 and over \$3,350 + \$.54 per employee over 5,000					

**Non-profits:** civic & trade associations (IRS letter of exemption required) \$205.00 minimum

**Nursing Homes:** \$2.15 per bed - \$230.00 minimum

**Office Buildings:** per 1,000 square feet

1-25	\$310	26-50	\$410	51-75	\$515	76-100	\$620
------	-------	-------	-------	-------	-------	--------	-------

**Professional Services:** \$310 per firm + \$100.00 per additional professional *Firm* includes one professional.

**R.V./Mobile Home Parks:** \$1.10 per pad - \$230.00 minimum

**Restaurants:** (fast food • carry out • family • full course • cafeteria) \$230.00 + \$3.25 per employee

**Shopping Centers/Malls:** per 1,000 square feet

1-100	\$310	201-300	\$515	401-500	\$720
101-200	\$410	301-400	\$615	501-600	\$825

**Special Investors:** public utilities • government agencies • investments will be determined by negotiation.

*New Membership Investments are subject to a \$25.00 Administration Fee.*

*Investments of \$400.00 minimum plus a one time \$25.00 administrative fee may be made in full or semi annually.*

*Investments of \$600.00 minimum plus a one time \$25.00 administrative fee may be extended on a quarterly basis.*

*Investments made other than in full are subject to a processing fee of \$5.00 per invoice.*

# MEMBERSHIP APPLICATION

Your application is used to enter your company data into our referral system as well as online business directory.

Company Name \_\_\_\_\_ Date: \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Extension \_\_\_\_\_

Mailing Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Extension \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Main email \_\_\_\_\_ Web Page \_\_\_\_\_  
 Facebook Page \_\_\_\_\_

Number of Employees \_\_\_\_\_ Full Time \_\_\_\_\_ Part Time \_\_\_\_\_

**Principal Representatives:**

Circle one:  
 Miss., Ms., Mrs., Mr., Dr. 1) \_\_\_\_\_ email: \_\_\_\_\_

Circle one:  
 Miss., Ms., Mrs., Mr., Dr. 2) \_\_\_\_\_ email: \_\_\_\_\_

Circle one:  
 Miss., Ms., Mrs., Mr., Dr. 3) \_\_\_\_\_ email: \_\_\_\_\_

Primary Business Category \_\_\_\_\_ Secondary \_\_\_\_\_

Your business category is, how you want us to refer you. For example: What would you be listed under in the Yellow Pages? You can be listed under 2 categories.

## Membership Packages

Note: When figuring your investment please use the investment schedule included in this packet.

<input type="checkbox"/> <b>Basic Package</b>	
Membership Investment	\$ _____
(+) Admin Fee	\$25.00
(=) Total Investment	\$ _____

<input type="checkbox"/> <b>Online Package</b>	
Membership Investment	\$ _____
(+) Admin Fee	\$15.00 -----Value \$25.00
(+) Highlighted Online Listing	\$50.00-----Value \$75.00
(=) Total Investment	\$ _____
<b>Total Savings \$35.00</b>	

<input type="checkbox"/> <b>Online Plus Package</b>	
Membership Investment	\$ _____
(+) Admin Fee	\$10.00 -----Value \$25.00
(+) Highlighted Online Listing	\$50.00-----Value \$75.00
(+) Online Business Descript.	\$50.00-----Value \$75.00
(+) Sponsorship eNews	\$50.00-----Value \$75.00
(=) Total Investment	\$ _____
<b>Total Savings \$90.00</b>	

*By signing below, I or anyone representing my organization agree to support the mission, Code of Ethics and the Bylaws of the Brownsville Chamber of Commerce. (Bylaws are available upon request.)*

Authorized Signature: \_\_\_\_\_

Sponsor Signature: \_\_\_\_\_

Mail or fax application form or fill out application online at [www.brownsvillechamber.com](http://www.brownsvillechamber.com)  
 1600 University Blvd., Brownsville, Texas 78520, 956-542-4341 fax 956-504-3348 email: [sadie@brownsvillechamber.com](mailto:sadie@brownsvillechamber.com)

<b>Notes:</b>	Ribbon Cutting	Yes	No	Possible date _____	<b>For Office Use Only:</b>
	M2M Cards	Yes	No	# _____	
					Member ID# _____
					<input type="checkbox"/> Cash <input type="checkbox"/> Check # _____
					<input type="checkbox"/> Mastercard <input type="checkbox"/> Visa <input type="checkbox"/> OD <input type="checkbox"/> TW