

PROGRESS

Leading Businesses...Leading Communities...

Chairman's Message

I am grateful and honored to serve as the chairperson for the Brownsville Chamber of Commerce for the next twelve months. This is an amazing responsibility and one that I will make an utmost priority.



Glen Boles
Chairman of the Board
Valley Baptist Health Systems

First, I would like to personally thank the past board chairs with whom I have had the pleasure to work, including Reba McNair-Cardenas, Frank Perez, Kevin Alford, Maribel Baca, Armando Recio, Barry Goodrich, and most recently Robert Berry for his outstanding leadership.

Next, I would like to acknowledge and appreciate the Board Directors who most recently completed their term: Joe Atkinson, Roy De los Santos, Diana Delaunay, Neel Fulghum, Barry Goodrich and Dr. Manjula Raguthu. All of these individuals, our

current board and many more volunteers have helped shape an amazing Chamber of Commerce for Brownsville over the years. If you are interested in getting more involved with the Chamber, please let us know.

I look forward to continuing to work with Angela Burton, the President of the Brownsville Chamber of Commerce and her amazing team. Angela is truly an individual who knows only one speed and direc-

continued on page 4 (Chairman's Message)

Business to Botana 2011 a Networking EXPO-rience!

The 2011 Business to Botana Expo took place on Thursday, September 29 and turned out to be successful, informative and fun for both the 100 exhibitors and the visiting public.

In her opening statement, Angela Burton, President of

continued on page 2 (Business to Botana)



Shining Star Customer Service Award



The October 2011 Shining Star Customer Service Award goes to the Bargain Book located at 1300 Wil-drose Lane. For the past decade the Bargain Book has supported the Chamber by printing and distributing the monthly newsletter the "Progress". Everyone from the management and sales staff to the graphic designers and counter personnel have always gone beyond

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the Chamber stated, "I truly understand time is money so we wanted to create an opportunity for our members to virtually knock on one hundred doors in a short period of time and have fun doing it." She then challenged the participants to meet 75 new people who were not in their current business circle.

This year's Expo was all about networking, networking and more networking. About 1,000 Chamber members, Brownsville residents and potential customers strolled along the aisles of the many exhibitors. Each exhibitor was able to enhance brand and product visibility, promote new and existing products, generate leads and drive incremental sales.

"I think it was a very successful, there were a lot more participants this year, it is very important because more business are getting aware of how important it is to do the networking," Angie Arambula owner of Serenity Springs Day Spa & Hair Design shared. "The tools are there for us, we collected a lot of business cards so now it's up to us to make sure we make contact with the people we met today."

"We were able to put our name out there, we made a lot of contacts and the networking was great," shared Josie Molina, Loan Processor at Ac-

cion Texas. "I'd love to attend next year's Botana, we've been participating for the past 4 years and we'll be definitely be back next year," she added.

"From last year's expo we got some request for presentations and we are trying to get the information out to our community about energy, water conservation and rebate programs, and we were able to give that information out to our customers," Sylvia Cancino, Education and Outreach Coordinator for Brownsville Public Utilities Board said. "I like the networking best at this event, the Chamber really works hard at this event and we really appreciate everything they do for us."

Numerous door prizes were provided by exhibitors ranging from media advertisement, name brand sunglasses, gift baskets, gift certificates, printers, cell phones, camera, night stays and an electronic tablet.

After the Business Expo, Chamber Members and expo participants were treated to a Botana Expo served by member restaurants and caterers. The idea of the Botana Expo was born five years ago so member restaurants could showcase their wonderful specialties, foods and excellent services prior to the holiday season.

"We look forward to it every year, and it's just an opportunity for

us to put our business out there and to get to know other businesses and the community, I think every year it gets better," Dora Fuente, Jason's Deli Catering Manager said. "Thank you for giving us the opportunity to be here in the Business and Botana Expo."

"I love the fact that a lot of people come and try the different food, business owners come and we can meet one another," Sandra Gonzalez from Anita's Tortilleria said. "It is very important that all the businesses in Brownsville come because then we can meet each other and exchange business strategies."

The Chamber thanks Anita's Tortilleria, Brownsville Coffee Shop No. 2, Inc., Carino's Italian, Chick-fil-A, D'event Alta Reposteria, Holiday Inn, Jason's Deli, Monique's Cake Co., Shenanigans Irish Pub & Grill, Taco Palenque and Tunnel Bistro by Chef Sandra Quezada for their delicious foods. We truly hope that when looking for catering services you think of the businesses above.

"I think this is an awesome event that the Chamber puts on every year, a great turnout, a lot of people, meet new people and get new business from this expo," shared Louis Ara, Director of Catering at the Holiday Inn. "The Chamber did a great job, we appreciate what they do for the community,

we participate every year and support the Chamber 100 percent."

Special thanks to L&F Distributors, Jones Liquor, Neo Music and Triple S Michelada Mix.

Additionally, special gratitude to member volunteers who helped prepare the event center for the expo; Brunilda Villarreal,

Carlos Osorio, David Musso, Elayne Sloane, Eva Woodfin, Jessica Macias, Michelle Maldonado, Nancy Lerma, Sergio Hernandez and to the Harmony Science Academy students who helped at the expo.

"First of all I like the atmosphere, being able to know other

businesses, to put our name so others realize that we are here, there is a lot of competition in the vehicle industry so definitely we want to show that Tipotex is in Brownsville and we want to be out there in the community," Abraham Gonzalez, Sales Person for Tipotex expressed.

continued on page 4 (Business to Botana)

THANK YOU!

Business to Botana **EXPO**

Brownsville Chamber of Commerce

network & SHOWCASE, & Discover opportunities...

The Chamber
Brownsville, Texas

5
KRGV

SIGN SOLUTION

Newtek
Business Services, Inc.

Brownsville
PUBLIC UTILITIES BOARD

It's Easy TIPOTEX

Do the Right Thing!

Brownsville Crime Stoppers hosts Fundraiser Luncheon

On Tuesday, September 20, Brownsville Crime Stoppers in partnership with the City of Brownsville and the Brownsville Police Department hosted its fundraiser luncheon "Do the Right Thing" at the Brownsville Events Center.

Keynote speaker, Victor Cortez, Special Agent of the Internal Affairs Office and former Brownsville Police Department officer narrated his kidnapping experience in Guadalajara, Mexico back in 1986. He was kidnapped by corrupt police officers related to the drug cartels. Cortez shared that his experience in Vietnam, Border Patrol training, being in shape and skills were his key to survive the torture and captivity.



Keynote speaker, Victor Cortez, Special Agent of the Internal Affairs Office and former Brownsville Police Department Officer narrated his kidnapping experience in Guadalajara, Mexico in 1986.

Crime Stoppers has been part of our community for 29 years and has aide the city's police department solve major crimes. For the past years, 912 criminals have been locked up and more than \$9 million dollars of drug seizures have been cleared off.

"Crime Stoppers for me is a very important

tool for investigation to the police department, the best impact that it has on the community is, that it is one of the best tools that the police department has to actually make an arrest," expressed Felipe Saenz, Investigator and Crime Stoppers Board Member.

This year callers identi-

fied bank robbers, drug traffickers, fugitive and more. Actually, more than 90% of the calls received are to report drug related crimes.

"Crime Stoppers is a wonderful organization to clean the streets of our beautiful city and make a better place for us and our children to live," said Cortez. "We live in Brownsville and by assisting Crime Stoppers we are helping ourselves."

In 2010, more than \$23 thousand dollars were approved for anonymous tips by the organization's board. Reporting a crime witnessed is a civic responsibility. In addition, a monetary reward is given to citizens that provide genuine clues to solve a crime.

"It's an excellent program, the more participate the less crime will see in our community,

I think it's important for us to understand that coming together as a community we can certainly deter crime in our neighborhoods, our community," commented Senator of District 27, Eddie Lucio, Jr. "I think is a wonderful opportunity for us to get behind this organization to make sure it got the necessary funding so that we can work hand in hand with law enforcement agencies who know best how to detect crime in our community," he added.

Donations and sponsorships are extremely important to the functioning of Crime Stoppers and thanks to events like this one, money is raised and the organization can keep its mission. We are grateful to all attendees for their support that made this luncheon a possibility.

The Brownsville Cham-

ber of Commerce supports the Brownsville Crime Stoppers by administering committee programs and hosting monthly meetings and activities. As of July 30, 2011, more than 50 rewards totaling \$15,325.00 have been reviewed and approved by Brownsville Crime Stoppers.

Brownsville Crime Stoppers is a 501(c)3 Non profit organization. If you are interested in participating on the board or via donation please contact the Brownsville Chamber of Commerce.

REPORT CRIMES YOU SEE!
We want your tips not your name

546-TIPS
8477

CASH FOR CLUES

DINER POR INFORMACION
BROWNSVILLE CRIMESTOPPERS
<http://brownsville.crimestoppersweb.com>

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community
marketing
networking
business
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focused
advertising
team work
motivate
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Brownsville, Texas

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Welcome! Bienvenidos! New Members

New Members as of
9-30-11

Altam, LLC
Security-Products,
Systems, Burglar &
Fire Alarms & Compa-
nies
Mrs. Maria Isabel
Cantu
30 Providencia, Ste. 2
Brownsville, TX 78526
Phone: (956) 465-1976
Fax: (956) 621-3061

Complete Nutrition
Health & Vitamin
Products
Mr. Rodrigo Quiroga
4345 N. Expressway
Ste. D-200
Brownsville, TX 78520
Phone: (956) 350-2552

Conventions & More
LLC.
Event Organizer
Mr. Victor Saldivar
3543 E. 14th St. Ste. E
Brownsville, TX 78521
Phone: (956) 554-8300

Farmers Insurance
Group
Career Opportunities
Insurance Agencies &
Agents
Ms. Michelle Campos-
De La Lastra
800 West Price Rd.
Brownsville, TX 78520-
Phone: (956) 459-2323
Fax: (956) 554-3484

ITEX Rio Grande Val-
ley
Barter Services
Mr. Rob Ybarra
1681 E. Los Ebanos
St.
Brownsville, TX 78520
Phone: (210) 313-0584
Fax: (512) 366-9589

My World Embroidery
& Advertising
Embroidery & Screen
Printing
Mr. Cesar Munoz
4255 Old Hwy. 77
Brownsville, TX 78520
Phone: (956) 408-1513

Top Student Transpor-
tation
Transportation
Ms. Margot Sampayo
301 Mexico Blvd. Ste
H3A-1005
Brownsville, TX 78520-
4002
Phone: (956) 204-5857

Triple S Michelada Mix
Distribution - Miche-
lada Mixes
Mrs. Sasha Sotelo
6037 Diamondback Dr.
Brownsville, TX 78526
Phone: (956) 465-8892

Thank You! Gracias! Renewed Members

Renewed Members
as of 9-30-11

#1 Quality Electric Inc.
February 3, 2009

A.D. Welding Co.
August 9, 1996

All Star Realtors
January 1, 1986

Ashley Furniture Home
Store
January 29, 2010

Brownsville & Rio
Grande International
Railroad
September 2, 1992

Brownsville Literacy
Center
October 13, 1995

Cameron County
Judge's Office
September 12, 2002

Carino's Italian
September 7, 1999

Convergys
September 19, 2008

Dairy Queen West
June 28, 1993

Farmers Insurance
Group - David Villar-
real Insurance
August 8, 2005

Feldman's Valley Wide
Liquor Stores
September 12, 2008

Frost Bank
August 21, 2006

Guadalupe Regional
Middle School
October 30, 2003

International Ware-
houses of Brownsville,
Inc.
September 13, 1993

IT Computer Solutions
July 1, 2005

Jones Liquor
January 14, 2004

KRGV - TV 5
September 8, 1992

La Quinta Inn & Suites
September 17, 2002

Luke Fruia Motors
April 8, 2008

Nurses That Care
October 7, 2002

Rio Bravo Forwarding,
LLC
July 2, 1997

Rivera's Forwarding
Service
October 23, 2009

Safeguard Pest Con-
trol
September 7, 2006

continued from page 1 (Chairman's)

tion, "Onward." We all are very blessed to have Angela at the helm of our Chamber. Please know that I fully support our Mission "to advance the business interests of its members through leadership, advocacy, civic involvement, promotion and business-building initiatives." During my tenure, I will offer my expertise to

continued from page 1 (Shining Star)

the call of duty and eager to assist when it comes the monthly deadlines, administration and processing of the "Progress". Additionally, the Bargain Book has provided valuable input from advertising sales and business retention information to graphic design and editorial advice.

The Brownsville Cham-

continued from page 2 (Business to Botana)

ber of Commerce sincerely thanks the Bargain Book for its efforts and genuine interest in helping the Chamber and making Brownsville Shine with many years of excellent customer service. Nominate your favorite teller, clerk, food server, secretary, checker, colleague, news carrier...all chamber members qualify!

Sarati International
Ltd.
October 20, 2006

Security Service Fed-
eral Credit Union
October 17, 2008

Southern Landscapes
October 30, 2009

contribute towards the needs and expectations of the Chamber membership --- you. Therefore, you have my support and dedication. The Brownsville Chamber of Commerce and our Board are always open to suggestions on how we together can continue growing to better serve our business community.

ber of Commerce Fax 956-504-3348 or email angela@brownsvillechamber.com your recognition, along with company name, employee name, and a brief write up about the customer service provided. Deadline date is the second Wednesday of each month. Business must be a member in good standing of the Brownsville Chamber of Commerce.

Sign Solution, The Small Business Authority powered by Newtek and Tipotex Chevrolet, Inc., without their unconditional support networking events such as Business to Botana Expo would not be possible. The Chamber encour-

Teacherbuilder.com
April 17, 2009

Temp Control, Inc.
September 16, 2002

Valley AIDS Council
September 24, 2003

Villa Maria Language
Institute
September 14, 2004

We are here to serve you!! We look forward to another successful and productive year!!

PS --- A special shout out "THANK YOU!!!" to Monique's Cake Co. for providing the most delicious Strawberry Cake that I have ever had at our most recent board meeting in honor of our outgoing Board Directors.

ages all members to include this event on their calendar for next year!

Meet your 2011-2012 Chamber Board of Directors



Glen Boles
Chairman of the Board
Valley Baptist Health Systems



Robert Berry
Immediate Past Chair
International Shipbreaking LTD, LLC



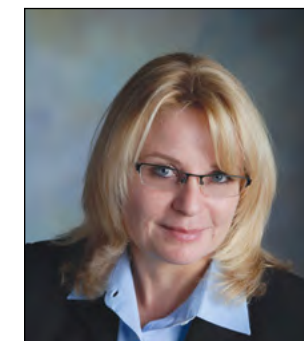
Alex Martinez
1st Vice Chairman
International Bank of Commerce



Placido "PJ" Garcia
2nd Vice Chair/ Secretary
PLAGAR Engineering, LLC



D. Marty Bogart
Treasurer
Marty Bogart, CPA



Angela R. Burton
President/CEO

The Brownsville Chamber of Commerce welcomes Chairman Glen Boles, Valley Baptist Health Systems as he assumes the Chamber's top volunteer position from Robert Berry, International Shipbreaking, LTD, LLC. "I'm honored to serve as your chairman for the 2011-2012 fiscal year and I look forward to working with my fellow board members, staff and the many great volunteers," stated Boles. He added, "the Chamber will continue to promote a positive economic climate that encourages economic growth in Brownsville." Berry will serve as immediate Past Chairman and will remain on the Board for one more year. Alex Martinez of International Bank of Commerce, is the 1st Vice Chairman; Placido "PJ" Garcia of PLAGAR Engineering, LLC is 2nd Vice Chairman/Secretary; and D. Marty Bogart, CPA is Treasurer.



Dutch Fisher
Dutch Fisher Real Estate



Olga Gonzalez
Falcon International Bank



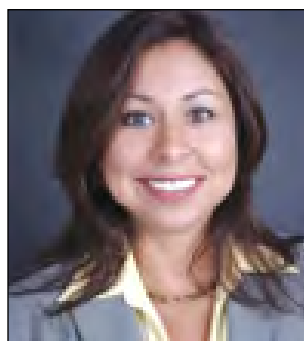
David Handley
Valley Regional Medical Center



Sergio C. Hernandez
Tipotex Chevrolet, Inc.



Ankjaer Jensen
A. L. Loran International LLC



Bea Lopez
H.E. B. Store #4



Erick Lucio
Royston, Rayzor, Vickery & Williams, LLP, Atty.



Jorge Montiel
Wal-Mart Supercenter



David Musso
Sombrero Festival, LTD



John Phillips
Christ Church of the Valley



Nancy Reed
Express Employment Professionals



Elayne Sloane
Newtek Business Services



Humphrey Thomas
Edward Jones



Norma Torres
Brownsville & Rio Grande International Railroad



Brunilda Villarral
Farmers Insurance Group- David Villarreal Insurance



On Wednesday, September 7, 2011, U.S. Customs and Border Protection (CBP) hosted a ribbon cutting ceremony announcing the opening of the new "Ready Lane". The "Ready Lane" is one lane dedicated on the Gateway International Bridge exclusive for travelers with Radio Frequency Identification (RFID)-enabled entry documents. Over the past year CBP has strongly encouraged travelers to obtain an RFID-enabled travel document such as a U.S. passport card, enhanced driver's license, enhanced identification card (where available) or a trusted traveler program card such as a SENTRI, NEX-US or FAST card to expedite entry and make crossing the border more efficient.



On Thursday, September 8, 2011 Valley Business Report located at 105 A East Jackson hosted a ribbon cutting ceremony to celebrate the grand opening of their newest location. Valley Business Report is a pro-business publication providing in-depth perspectives on business trends and creating a forum in which business leaders can exchange ideas and information affecting the local community's economy.



On Tuesday, September 13, 2011 IDEA Public Schools hosted a Ground Breaking Ceremony in celebration of their new Campus in Brownsville at the Brownsville Events Center. The new campus is scheduled to be complete and open by August 2012. IDEA Public Schools prepares students from underserved communities for success in college and citizenship.



On Wednesday, September 14, 2011 Mas Natural located at 2501 Paredes Line Rd. Ste A-10 hosted a ribbon cutting ceremony in celebration of their grand opening. Mas Natural serves a variety of healthy food & drinks. Their delicious menu consists of great salads, sandwiches, subs, fruit yogurts, frozen yogurts, fresh fruit cups and much more. Mas Natural is a family owned business.

On Friday, September 16, 2011 Stripes located at 4298 FM 511 hosted a ribbon cutting ceremony in celebration of their grand opening. Stripes Convenience store teams deliver convenience with passion. It's an attitude that's reflected in every employee, in every store and it's the reason the company's slogan-it's Go Time and Con Ganas-are more than just a catchy collection of words. They're an honest reflection of the unwavering spirit that makes Stripes.



On Tuesday, September 20, 2011 Legacy Dental, Inc. located at 2200 Boca Chica Blvd. hosted a ribbon cutting ceremony for their grand opening. "A Brownsville native, Dr. Vanessa Guerra Clements always dreamed of returning to her hometown to provide quality dental care to the Brownsville community. Dr. Clements proudly points out that Legacy Dental is family-owned and operated: her husband and sister both work alongside her running the day-to-day operations, allowing Dr. Clements to concentrate on what she loves most - educating patients on the importance of proper oral hygiene and providing top-of-the-line dental care. Legacy Dental is a family-oriented office that accepts most major insurances as well as Medicaid and CHIP.



On Wednesday, September 28, 2011 Mycsa Ag, Inc. located at 3006 JCS Industrial Dr. hosted a ribbon cutting ceremony and grand opening in celebration of their new facility. Following the demand for organic products, Mycsa has dedicated itself entirely to organic agriculture. Mycsa has developed a line of 100% natural raw materials and products for farmers and companies committed to organic sustainable agriculture, and protecting and preserving our environment. Our main policy and philosophy is to always deliver the best products, on time and at a reasonable price.



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Valley
BARGAIN BOOK

Seven new board members were nominated and voted in to fill vacating Director positions.

This year's board members come from varied industries and different areas of Brownsville who will bring first-rate depth and perspective to the boardroom table. But, while these new directors have diverse backgrounds and interests, the entire board shares a common love for Brownsville and concern for its business community.

Dutch Fisher
Dutch Fisher Real Estate

Sergio C. Hernandez
Tipotex Chevrolet, Inc.

Ankjaer Jensen
A. L. Loran International, LLC

Bea Lopez
HEB Store #4

John Phillips
Christ Church of the Valley

Nancy Reed
Express Employment Professionals

Elayne Sloane
Newtek Business Services

On behalf of the Brownsville Chamber, we'd like to welcome and thank the new 2011-2012 Directors and Officers for making the commit-

ment to lead our business community. We wish them well and pledge our support.

Special thanks to outgoing Immediate Past Chairman Barry Godrich of Delphi Delco Electronics de Mexico, S.A. de C.V. and to outgoing Directors Joe Atkinson, Wells Fargo Bank; Roy De los Santos, Jr., Brownsville Elks Lodge #1032; Diana Delaunay, BBVA Compass; Neel Fulghum, III, Sierra Title Company and Dr. Manjula Raguthu, Medwin Family Medicine & Rehabilitation who have consistently gone above and beyond the call of duty in their commitment to the Chamber and to Brownsville.

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Join
Brownsville Chamber President
Angela R. Burton and Special Guest
City Commissioner John Villarreal
for
Coffee Talk
an informal opportunity to discuss
member benefits, chamber programs
or just chat about
Brownsville's business climate.

Tuesday, October 18, 2011
7:30 AM to 8:30 AM
La Quinta Inns & Suites
5150 North Expressway
Brownsville, Texas

Don't miss this early morning informative & networking opportunity!

On Tuesday, September 20, 2011 Chamber President in partnership with Office Depot hosted Coffee Talk. More than 30 members from a variety of businesses attended the early morning event. Coffee Talk is an informal opportunity to discuss chamber programs, benefits and issues as well as network with member businesses. Coffee Talk also featured City Commissioner Melissa Zamora as a special guest.



Address Service Requested

PROGRESS

Leading Businesses...Leading Communities...

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BROWNSVILLE CHAMBER OF COMMERCE 2011-2012 OFFICERS & DIRECTORS DIRECTORY

OFFICERS

Glen Boles
Chairman of the Board
Valley Baptist Health Systems

Robert Berry
Immediate Past Chairman
International Shipbreaking
LTD, L.L.C.

Alex Martinez
1st Vice Chairman
International Bank of Commerce

Placido Garcia
2nd Vice Chair/Secretary
PlaGar Engineering, L.L.C.

D. Marty Bogart
Treasurer
Marty Bogart, CPA

DIRECTORS

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Olga Gonzalez
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HEB Store #4

Erick Lucio
Royston, Rayzor, Vickery &
Williams, L.L.P.

Jorge Montiel
Walmart Superstores

David P. Musso
Sombero Festival, Ltd.

John Phillips
Christ Church of the Valley

Nancy Reed
Express Employment
Professionals

Elayne Sloane
Newtek Business Services

Humphrey Thomas
Edward Jones

Norma Torres
Brownsville & Rio Grande
International Railroad

Brunilda Villarreal
Farmers Insurance Group-
David Villarreal Insurance

Angela R. Burton
President/CEO
Brownsville Chamber of
Commerce