

MAY 14, 2009

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **May 21** at Vic's All-Star Kitchen at 7:00am.

You will be GREETED by **John Orozco** of Transworld Systems and **Rich Notzon** of RN Security Company.

LEAD CHALLENGE: **John Orozco** will give a lead to, sing to or visit the business of **Dr. Rick Hume**.

Our **CLASSIFICATION** will be given by our President, **Jason Cooke** of Herrmann Financial Services.

NEW MEMBER:

Please welcome the newest member of the TVEA:

Classification: Attorney – Estate Planning
Member: Law Office of Jay Woidtke
Represented by: Jay A. Woidtke
Address: 20320 Redwood Rd. Castro Valley
Phone: (510) 881-5026
E-Mail: jay@woidtke.com

FROM OUR BOARD MEETING:

Membership Committee: Please remember our new members when you are talking to friends, family and customers; the more business we can drive to them the more likely they will be to bring in other new members.

Also, be aware of new faces and try to meet them and make them feel welcome; often get into our "assigned" seats and don't go beyond the few people that are sitting around us.

Remember: More members = more leads = more money for us all.

Retention Committee: If you notice that a member has been absent for a meeting or two, try to reach out and visit or call that person to let them know that they are missed, we care and we want them back.

Social: We are looking to try some new events this year; ones that can include more members, such as an A's or Giants game, a bocce ball tournament, or a wine tour. We will be sending around a ballot to see what the group as a whole is most interested in doing in the coming months.

DID YOU GIVE A REFERRAL THIS WEEK?

CLASSIFICATION:

Ron Mize of Tri-Valley Electrical Services joined the TVEA for the first time back in 1987. After a short hiatus, he rejoined in May 2008.

Ron grew up in South Carolina and was brought to California in 1966 by way of the Navy, during which he was trained to be an electrician.

When he was discharged, Ron got a job with 3M, then worked as a police officer and was eventually offered a better paying job as an electrician.

Ron got his contractors' license and then opened his business in 1982. Tri-Valley Electrical Services now has 9 employees and does residential and commercial repair and service. They work with 4 home warranty companies and many property management companies. They do jobs as small as hanging a new light fixture to complete remodels. Their hourly rate is \$85.

Ron's other business is a marina that he and a partner own in the Delta. They also have 315 storage spaces for boats, RVs, etc. He and his

new partner are working well together and although business is down, they are still cash flowing. Ron is married to Sandy and has 4 daughters.

In the electrical industry there are many government incentives to “go green”. The new lights look like fluorescent but last an average of 20 years. New LED lights will last 5-10 times longer than typical incandescents, operate at a very low cost and are dimmable, unlike fluorescent. Check with your CPA to find out more about the tax incentives for making your home or business more energy efficient; here’s a summary of the changes from the IRS website:
<http://www.irs.gov/newsroom/article/0,,id=206871.00.html>

One company, which they recently changed all of their lighting to the new electrical lighting, will save enough money in one year to pay for the installation and will add \$400 annually to their bottom line.

HAZARD: Federal Pacific and Zinsco Circuit Breaker panels that were put in homes mainly built prior to 1980, have been found to be a fire hazard and should be changed immediately.

To talk to Ron about your next electrical project, repair or upgrade, call Tri-Valley Electrical at 800-449-6244.

NEW MEMBERS:

Classification: Security – Systems & Monitoring
Firm: R N Security Company
Represented by: Rich & Linda Notzon
Address: 1520 W. Winton Ave. Hayward 94545
Phone: 510-786-2767, Fax: 510-786-2761

Classification: Attorney – Estate Planning
Member: Law Office of Jay Woidtke
Represented by: Jay A. Woidtke & Sandra Kelly
Address: 20320 Redwood Rd. Castro Valley
Phone: (510) 881-5026
E-Mail: jay@woidtke.com
