

# Las Sendas Up Close

Bringing neighbors closer to their community

October 2016

## Las Sendas Golf Club Celebrates SEVEN YEARS UNDER NEW OWNERSHIP



### Submitted by Las Sendas Golf Club

Las Sendas Golf Club is heading into its eighth season (2016-2017).

The golf course will open on Saturday, Oct. 15, 2016, after our over seeding process is complete. We will launch the restaurant season on Oct. 1, 2016, with a new and exciting Patio and Grille, as well as happy hour, and catering menus and specials.

Over the past seven years, the Partnership at Las Sendas has invested more than \$13 million in the Las Sendas Golf Club and in our community. We added a third deck to our Patio restaurant for guests to enjoy cocktails and live music. We have worked extremely hard over the past year to upgrade the conditions of our golf course through replacement of sand traps and through



a new program of rolling our greens to improve the roll of the ball through a smoother surface.

We have improved the ranking of the Las Sendas Golf Club to No. 1 in the East Valley, Top 10 in the Phoenix

Valley and our famous Patio Restaurant to Top 10 in the United States for Most Scenic and Best Alfresco Dining.

Our membership is growing every day. We are proud to announce we are now 200 members strong, and we look forward to welcoming our newest members for 2016 this fall. ■

### COMMUNITY APPRECIATION EVENT

A big thank you to our community for attending our community appreciation event. Once again, this time together was an incredible success, with face painting, bouncy castles, candy floss, popcorn, water tunnels, barbeque, appetizers and a wine tasting. We sincerely hope everyone enjoyed the day with us.



## KNOW BEFORE YOU THROW

By Jon Englund

Downsizing? Determined to get rid of stuff you no longer need? Cleaning out a home or an estate? Stop! *Know Before You Throw*.

It's hard to believe it's already October. As we move toward the end of the year, we approach some of the most popular holidays celebrated. Most of these holidays include expression through decorations and accessories. However, Halloween is unique, since it also includes costumes.

In past articles, I've talked about *ephemera*, those items never meant to last longer than the event itself, e.g. (vintage) travel advertising material. Halloween decorations and costumes often fall under the ephemera category, since they aren't made very well. Manufacturers would rather sell us new ones each year.

Consequently, many of the older Halloween decorations, accessories and costumes having survived in good



condition have value to collectors. When I say *older*, I mean pre-1960s for the most part, and especially items from the Art Deco period of the 1920s and 1930s.

While these items may not command the high prices of some items of ephemera, such as a 1932 *The Mummy* movie poster, which sold for \$435,500, many of these items will sell for \$20 to more than \$100 each. Not bad if you happen to have an old box full of these items from an estate. Some of the manufacturer names to look for are Dennison, Luhrs, Beistle, Halco and Bainbridge.

If you feel uncertain about the value of items, consider the advice of a professional. If I can be of assistance, call me today. ■

*Jon Englund has more than 25 years of experience in appraising and liquidating personal property, jewelry, art, collectibles, antiques, furniture, printed items and more. A Midwest transplant, Jon trained at New York University in appraisal studies.*

*For more information, call (480) 699-1567. You also can send an email to [Jon@KnowBeforeYouThrow.INFO](mailto:Jon@KnowBeforeYouThrow.INFO).*



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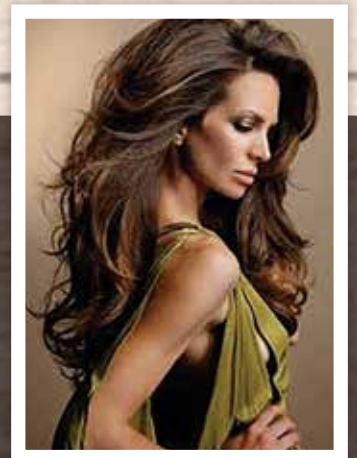
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## LOCAL BUSINESS

# Non-surgical procedure can diminish FLAWS REVEALED BY CLIMATE

By Dawn Abbey

When living in Arizona's climate, local fashions of revealing sundresses, tank tops and sexy, low-cut evening attire make it almost impossible to hide physical flaws we feel we may have, especially an aging or sun-damaged décolleté.

Not to worry. Muschi Morga, spa director at Cosmos Salon and Medspa, has put together a fantastic spa special to correct décolleté skin damage using the ultrasound technology of Ultherapy.

"Ultherapy is the only FDA-cleared procedure to lift and tighten skin on the hard-to-treat areas of face, neck and chest," Muschi explained. Ultherapy uses the safe, time-tested energy of ultrasound to stimulate the deep structural support layers of the skin—including those typically addressed in a surgical facelift.

"In about an hour, and with no downtime, you'll be well on your way to tighter, better-fitting skin," she claimed. "However, this isn't instant gratification. It's not like injectables that work immediately," Muschi cautioned. "Ultherapy works by stimulating the existing collagen layer under your skin to renew. We don't do a rapid series of treatments. We do one, and let the collagen renew. It takes a few weeks to a month or so for the effects to become apparent. You will begin to see the loose skin firming and the chest becoming smoother. Improvement continues for three to six months. If necessary, we can do follow-up treatments then."

"Since everyone's skin is different, we will give you an honest appraisal of how the treatment should work for you," Muschi continued. "If you want to see for yourself, Cosmos is offering a free session with the new, exclusive to Cosmos, Ulthera Photo Simulator. It takes a photo of your untreated area and sends it to the Ulthera Simulation Center. Within a half hour, they will email the photo back to you with a realistic picture of how you can improve."

Cosmos' Licensed Aesthetician and Certified Laser Technician Elle Baker has also been extensively

# Ultherapy®

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Note the dramatic change in the tightening of the skin, after using Ultherapy.

trained on the Ultherapy procedure, and she will be available for consultations and treatments. Ultherapy for the chest is usually \$750, but Cosmos will be offering its chest area special for only \$549. In addition, you can augment your results with a discounted price of only \$48, usually \$78, on PCA Skin Neck and Décolleté Cream, to use topically while your skin firms from within.

"We're so excited about Ultherapy that Cosmos plans to offer on-going Ultherapy specials over the next few months to address all the different areas of the face and neck," Muschi said. "For instance, the chest is one area, but the loose skin on the neck can be addressed, as well, in combination with the chest treatment or a lower face treatment. A lateral brow lift is another area," Muschi said. "Keep looking for our upcoming monthly specials, and treat the areas you're most eager to change, or do them all." ■

For more information, or to make an appointment, call (480) 887-0671. Cosmos Salon and MedSpa is located at the northeast corner of Power and McDowell roads, in The Village at Las Sendas.

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LOCAL BUSINESS

# CELEBRATE FALL with a Seasonal Pie

Submitted by Piefection

Temperatures under the triple digits mean fall has arrived here in Mesa, and at Piefection, it means fall pie season is here.

"It's definitely our busiest time of the year," Piefection owner Cheryl Standage stated.

Just walking into the bakery, located at the southwest corner of Power and Brown roads, you can tell Piefection's busy season has arrived. The hustle and bustle of pie baking starts early in the morning, and the smell of pumpkin and spices wafts through the air all day long.

When asked about favorite fall pies, Cheryl replied, "Anything pumpkin related is always popular. That's why we make so many different varieties." Those include Harvest Pumpkin, Pumpkin Cheesecake and Pumpkin Chocolate Chip. There also is Pumpkin Sour Cream, which gets dressed up with spooky spiders for Halloween.

The fall pies at Piefection don't stop with pumpkin. "We have many varieties that are fall favorites, and our Fall Kickoff is the perfect time to try them all," Cheryl said.

Piefection's Fall Kickoff will take place on Oct. 22, during normal business hours, when all fall varieties are available for free sampling.

"We give out thousands of free samples at the Fall Kickoff every year," Cheryl said. "It's

become one of our favorite events. It's the perfect time to try everything before you place your Thanksgiving orders," she continued. "And placing orders for Thanksgiving is something you'll want to do early. We fill thousands of orders every Thanksgiving, and it gets busier every year."

According to Cheryl, the Fall Kickoff always is busy and exciting. "But the best part of it is seeing our customers having fun with their friends and family, and falling in love with new pies," she said. "Fall is a great time to be a pie baker."

It's a great time to be a customer at Piefection, too.

Stop by Piefection Monday through Saturday, from 10 a.m. to 6:30 p.m., and don't miss the Fall Kickoff on Oct. 22. ■

For more information, call (480) 218-PIES (7437), or visit the website at [piefectionaz.com](http://piefectionaz.com). Piefection is located at 6731 E. Brown Road.



LOCAL BUSINESS

# Go Stand Up Paddling WITH YOUR PET

Submitted by No Snow Stand Up Paddleboard

Living in an active community so close to the Tonto Forest lakes and rivers, one might wonder if you can stand up paddle with your pets.

The answer is yes. Getting your furry companion on the board with you is easier than you think. Start with finding a life vest that fits, and consider a handle, so you are able to grab your pooch to help him get back on the board after swimming around.

If you don't have a life vest for your pet, we rent them here at No Snow Stand Up Paddleboard. You can request one with your rental board.

with the board and just allow him to get familiar with jumping on and off the stand up paddleboard. Once your dog becomes comfortable with the board, it is time to launch.

Kneel down with your dog at first, and paddle gently into the open waters. Take a bag full of treats for praise. Encouragement and rewards can help make your pet's first time a positive experience.

Call or email the shop to find out more about joining the fun and learning about the nation's most popular outdoor activity. We are available year round. ■

For an appointment, call (480) 807-6787, or send an email to [nosnowsups@gmail.com](mailto:nosnowsups@gmail.com). You also can visit our website at [nosnowsups.com](http://nosnowsups.com). No Snow Stand Up Paddleboard is located on the northwest corner of Power and Thomas roads, in the Zahara Professional Plaza, at 3654 N. Power Road, Suite 104.

The next step is to go slow. Take the dog to the water's edge



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# You May Need a Financial Second Opinion

Submitted by Strategic Asset Conservation

Strategic Asset Conservation will host a free seminar entitled *Surviving and Thriving Amid the Coming Global Recession*, on Nov. 3, at 5:45 p.m., at Las Sendas Golf Club.

Thomas K. Brueckner, president and chief executive officer of Strategic Asset Conservation, a conservative wealth management firm, with clients in 18 states and six countries, will be the seminar presenter.

To request a reservation online, visit [go2knight.com/register](http://go2knight.com/register). You also can call the 24-hour phone message line at (480) 661-6800. Calls will be returned between 8:30 a.m. to 5 p.m., Monday through Friday. With seating limited, reservations are required.

Register for the informative seminar by Oct. 15, and receive a free copy of the bestselling book *Stress-Free Retirement*.

Prior to the seminar, here are a couple questions to ponder:

Have you stopped to ask yourself if you are getting the right advice for this new stage of life? How do you know when it is time to get a second opinion on your finances?

If you were having heart trouble, you wouldn't think twice about seeing a cardiologist. It's only logical to see a specialist to assess your current health and risk factors. The same should hold true for your financial health.

As you approach retirement, you have a different set of concerns and challenges. The money it has taken you 40 years to save must now last you the next 20 years or more.

In an article in *Smart Money* magazine, author Glenn Ruffenach made the point that the advisor who got you to retirement is very often not the specialist you will need to get you through retirement.

If you are experiencing any of these six financial situations, you should consider getting a *Financial Second Opinion*:

1. **Your financial advisor downplays your concerns—** One of the most frequent concerns we hear when



meeting potential clients is the fact their financial advisors simply ignore their concerns. In a study of financial advisors and their clients, conducted by Russ Alan Prince and David Geraciotti, the researchers found advisors have a history of being significantly disconnected from their clients' actual needs. More than 88 percent of clients, when asked what their top concern was, overwhelmingly said, *losing their wealth*. In stark contrast, when advisors were asked the same, only 15.4 percent said *losing their wealth* was the top concern of their clients.

2. **Your life situation has changed—**A divorce in the family, an elderly parent moves in with you or a major medical issue all are life-altering situations requiring a re-evaluation of your finances.
3. **You are preparing for a major expense—**A child's wedding, the purchase of a second home or a desire for extensive travel all are joyous events, which also require planning to make sure these dreams are feasible.
4. **You are getting ready to retire—**The path you took to get to retirement is not the same one you should

use to get through retirement. Not only do your needs change, but your risk tolerance also changes. This is particularly important if your current advisor recommends that you stay heavily invested in a volatile stock market. That advice may work for a younger investor who has more working years ahead and time to weather another financial storm.

5. **You believe your portfolio includes too much risk—**In the past 15 years, we have seen stock market swings that have made even the most seasoned market experts wince. Investments made in 2000 and 2007 only recently have recouped their value, and many who have retired, or are about to retire, don't want to think about what would happen if another bear market were to hit and devastate the money they have worked so hard to accumulate.
6. **You are considering a legacy plan for your heirs—**Many retirees want to enjoy their retirement, but also want to leave a legacy for their children and grandchildren, which provides resources now and in the future. Legacy planning requires mitigating the risk of tax implications and avoiding numerous financial traps.

At the end of the day, your financial advisor works for you, not the other way around. It's up to you to advocate for yourself and take the necessary steps to make sure your best interests are protected. Getting a second opinion can confirm a good plan or it can protect you from a bad one. After working so hard to save for this next stage of life, you owe it to yourself to make sure you achieve the retirement you deserve. ■

For more information, call (480) 661-6800, or visit [go2knight.com](http://go2knight.com). Strategic Asset Conservation is located at 8800 E. Raintree Drive, Suite 220, Scottsdale.

In addition to being president and chief executive officer of Strategic Asset Conservation in Scottsdale, Thomas K. Brueckner is a 2011 Advisor of the Year national finalist, a radio talk show host and an Arizona Premier Financial Advisor. He may be reached for comment at [go2knight.com](http://go2knight.com).

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EDUCATION

# Candidate sees importance of quality education for state and local children

By Kathleen Rahn

Our children are counting on us to provide them with a quality public education. Arizona is one of the leaders in the school choice movement. Still, the majority of parents choose to send their children to neighborhood district schools, which are at the heart of their communities.

As a community, we need to preserve and strengthen these schools. Not only do they make our community stronger, they educate the majority of our most vulnerable students.

The AZ Schools Now!, a coalition of public school advocates, states in its guide *How State Legislators Voted on School Funding* that passing Prop 123 this past May only restores 18 percent of the funding cut since 2008.

In 2017, our state lawmakers have hard choices to make about the ongoing challenges of a shortage of qualified teachers, obsolete textbooks and technology, and aging school buildings. After 20 years of tax cuts and increases in tax credits, our state faces a serious challenge in how to meet our obligations to provide for education, public safety, child safety and health care.

I am on record as saying, "Politicians in Phoenix continually tell us we can't afford to invest in our families and our children's future. Yet we can't afford not to."

As a state, we want to increase our levels of academic achievement and our high school graduation rates. How do we start? Family income is highly correlated with academic achievement. Students experiencing the stresses of poverty have lower rates of academic achievement.

This should concern us in a district where 19 percent of the students live in poverty and in a state where 25 percent of our students live in poverty. The Legislative District 25 2016 profile from the Children's Action Alliance notes there are 50,375 children in our legislative district, with 9,500 of those children living in poverty.

In my 20 years of working in public schools, I have witnessed that children disadvantaged by poverty are



Kathleen Rahn



poorly prepared for the learning that must take place from kindergarten through high school to adequately prepare for responsible adulthood.

Children in low-income households are more likely to experience chronic stress, which impacts their ability to learn at school. For the most part, these children are educated in neighborhood schools.

I was not aware of how penny-wise and pound-foolish the majority state lawmakers have been until I started to learn more about our state budget and tax policies. The Children's Action Alliance's *A Guide to Arizona's Budget and Taxes* (azchildren.org) gives us information about the level of support we offer our most vulnerable families and children to prevent homelessness, abuse and neglect.

One example of an unintended consequence of cutting funding for a preventive service is Child Care Assistance, which is a voucher paid for with tax dollars to help low income working parents afford child care. The number of low-income families receiving this assistance dropped by more than 12,000 families from 2008 to 2014, and, at the same time, the number of reports of child neglect grew by more than 8,000.

The 2016 Legislative Session was notable in that the

freeze on Kids Care finally was lifted. Our incumbent representative voted against lifting the freeze and another bill to improve continuity in Child Care Assistance. I would have voted for both of these measures.

Arizona families worry about the increasing costs of public higher education. I want Arizona's students to have the same opportunities our children were given by the State of Arizona.

We were able to move to Arizona and start a small business in 1994 because our son received a scholarship to the University of Arizona, which awarded him in-state tuition of less than \$1,900 per year. Now, the University of Arizona's annual in-state tuition and fees cost more than \$10,000. More funding for universities to reduce tuition costs would be an economic generator for our state.

Arizona needs a new direction in state government, which guarantees quality public education from preschool through college, works for fair tax reform and limits dark money influences. These are the reasons I am a candidate for the Arizona House of Representatives. ■

Please email me any of your questions or concerns at rahnk25@gmail.com. Thanks for listening.

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## THE VISTAS PAVILION FAQ

### Is the Vistas Pavilion open to the public?

Yes, anyone can book an event at The Vistas Pavilion. We encourage you to give us a call and come in at your convenience for a tour and complimentary glass of our famous private label Las Sendas wine. Call (480) 352-2614.

### Why should I choose the Vistas Pavilion for my event?

The Vistas Pavilion sits high above the Phoenix Valley and has a wrap-around deck with the most incredible west facing views of the sunsets and city lights, perfect for your sunset event.

### What type of events can be host there?

The Vistas Pavilion is a multipurpose venue. We have hosted numerous weddings, birthdays, anniversaries, reunions, graduations and memorials, to name a few. Our venue includes everything you need, from tables, chairs, linens and centerpieces, to audio-visual equipment and more.

### What is the capacity of your venue?

We can seat 300 guests, arrange a corporate meeting for 400 theatre-style, or set up our venue so your guests can head out to our deck to take in the beauty of the Arizona outdoors.

### Do you provide catering and beverage services?

We make life easy by providing you with a full service venue, inclusive of numerous menu items from which to choose for breakfast, lunch and dinner. We offer flexible beverage services, with both alcohol and non-alcohol options.

### Can we simply rent the venue?

You can rent our venue. Both large and small rooms are available. Our rental packages include tables, chairs, linens and audio-visual systems.

### Are there photos online?

There are numerous photos on our website, as well as a flyover of our entire property. Click on Virtual Tour tab on our Home Page at [www.lassendas.com](http://www.lassendas.com).



## THE GOLF SHOP

The start of the 2017 golf season is fast approaching at Las Sendas. We invite everyone to come by the Golf Shop to check out our amazing inventory of golf and sports apparel. October specials include 25 percent off on men's and women's clothing and golf shoes.

Are you looking for new golf clubs? We will meet or beat any price in the Valley. We can't carry all manufacturers' brands, but we can order them for you. Before you buy... give us a try.

### October Golf Rates

Rates include golf, power cart and driving range:

- Monday through Thursday—\$79 to noon; \$59 noon to 2 p.m.; and \$29 after 2 p.m., plus tax.
- Friday through Sunday—\$89 before noon; \$69 noon to 2 p.m.; and \$39 after 2 p.m., plus tax.

### Golf Tournaments

Las Sendas was the proud host for the 2016 Mesa Chamber Pro-Am. This event was a huge success. Our tournament included 120 amateurs and 30 golf professionals from all over the greater Phoenix area, a wine tasting and a helicopter-launched ball drop. Proceeds are being forwarded to the Mesa Veterans Program.

Tuesday, Oct. 25, 2016, is the Cortney's Place Stars on the Greens annual golf tournament at Las Sendas Golf Club. To be a sponsor or to participate in this event, please contact the Cortney's event coordinator at [www.cortneysplace.org](http://www.cortneysplace.org) or call Justin at (623) 693-2691.

To host your own golf tournament for your charity or for a corporate event, please call the Las Sendas Golf Shop at (480) 396-4000.



## THE PATIO AND THE GRILLE

### Sunday Football Special—The Grille

Join us in The Grille at Las Sendas for our Sunday Football Special. We have Happy Hour all day, starting at 10 a.m. Buckets of Beer are only \$10 for domestic and \$12 for imported. You also can order a combo of a Bucket of Beer and wings.



### What's New—Margaritas

The Patio and The Grille restaurants now have the world's best margaritas on tap. Light in flavor, bursting with freshness, a staff and patron No. 1 favorite—The 3 Amigos Local Rita. This cocktail has all the finest ingredients and is low in calories. The 3 Amigos Tequila is a family-owned business right here in Arizona.

## MEMBERSHIPS

### Las Sendas Golf Memberships

Did you know Las Sendas has one of the lowest monthly principle dues of any golf course in the Valley?

#### 2017 Las Sendas Dues

- Principle only \$383/month.
- Add family for only \$133/month.



Did you know that Las Sendas is one of very few golf courses to offer seasonal memberships to non-residents of Arizona?

#### 2017 Las Sendas Dues

- Principle only \$525/month.
- Add family for only \$215/month.

Las Sendas offers a variety of memberships, which appeal to all lifestyles. Please contact us, and we can design a membership to fit you and your family's golfing needs.

- Social Membership—Causal golfer who enjoys fine dining at our two restaurants.
- Proxy Membership—Zero down, for the golfing enthusiast wanting to enjoy playing like a member.
- Non-Refundable Membership—\$15k, Las Sendas member.
- Fully Refundable Membership—\$45k, Las Sendas member with \$10k in incentives.

Contact Wayne McBean at [wmcbean@lassendas.com](mailto:wmcbean@lassendas.com) or call (480) 323-9364.



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FEATURING: B.R.COHN CLOS PEGASE SWANSON  
NAPA VALLEY VINEYARDS



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**OCT. 21ST**  
**6:00 P.M. RECEPTION**  
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**WINES**

2014 Swanson Vineyard Sonoma Mountain Pinot Grigio

2013 Clos Pegase Carneros Mitsuko's Vineyard Chardonnay

2014 B.R. Cohn Russian River Valley Pinot Noir

2010 B.R. Cohn Olive Hill Estate Sonoma Valley Cabernet Sauvignon

2013 B.R. Cohn Olive Hill Estate Sonoma Valley Port

**\$70 PER GUEST**  
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### GOLF SCHOOL

**Malaska Academy Junior Golf Sticks Program**

Our Junior Golf Sticks Program begins Friday, Nov. 4, 2016, from 4 to 5:30 p.m. There are 20 Friday classes starting as low as \$20. Sign up is flexible. Join at any time, and sign up for as many Fridays as you like.

Golf skills are developed by rotating through 20-minute fun learning and game stations. Learn fundamentals of the game, including full swing, short game, putting, rules of the game and on-course play with our team, which includes PGA and LPGA professionals. Registration forms are available in the Las Sendas Golf Shop. You also can contact Tracy Berman at [tberman@lassendas.com](mailto:tberman@lassendas.com), or by calling her cell at (602) 920-8208.

**Malaska Academy Golf Schools**

The Mike Malaska Golf Academy at Las Sendas embraces a personalized, comprehensive set of programs, complete with full swing instruction and short game skills. With instant video feedback, your lessons will provide a clear understanding of what you need to do for immediate improvement. Watch for our new fall programs published in the November 2016 edition of *Up Close* and on our new website.

**Features**

- Comprehensive full swing and short game instruction.
- Video analysis and swing review.
- Putting, chipping, pitching and sand (short game).
- Personal improvement drills and practice plan.
- Development of a consistent pre-shot routine.
- On-course play.



Tracy Berman

## LET LAS SENDAS GOLF CLUB DO THE WORK THIS THANKSGIVING DAY!

The choice is yours: Dine with us or pick up your fully prepared meal and enjoy it at home.

.....

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**480-396-4000**  
**[www.lassendas.com](http://www.lassendas.com)**



## THANKSGIVING DINNER on the PATIO at LAS SENDAS

**3-7pm on The Patio**

**\$38, plus tax and gratuity**

**Reservations: 480-396-4000**

**FIRST COURSE**

**Bogey's Salad**  
Mixed Greens - Dried cranberries - Pumpkin Seeds - Grana Padano - Roasted Shallot Vin

**Crab & Butternut Squash Bisque**  
Chunks of Crab - In butternut squash bisque

**Prosciutto & Burrata**  
Burrata Cheese - Arugula - Prosciutto - Pine Nuts

**SECOND COURSE**

**Sage Stuffed Turkey**  
Traditional stuffing rolled with Turkey breast - Choice of Yukon Gold mash or Sweet potato puree - Haricot Verts - Crispy Onions - Giblet Gravy - Cranberry Sauce

**Roasted Pork Loin**  
Gorgonzola Risotto - Fall Squash - Fig Balsamic Reduction

**Chilean Sea Bass**  
Roasted Sweet Potatoes and Pearl Onions- Brussel Sprouts - Sweet Creamed Corn

**Rosemary roasted Prime Rib with Garlic Butter**  
Fontina & Thyme Duchess Potatoes - Haricot Verts -Crispy Onions --Au-Jus

**THIRD COURSE**

**Pumpkin Cheesecake**  
Pumpkin Cheesecake - Warm Cinnamon Cranberry's

**Dueling Tequila Mousse**  
Xo Anejo Tequila Mousse- Café Patron Tequila Mousse



## TURKEY TAKE OUT

**Complete Thanksgiving Dinner**

**\$115, plus tax**

**To Reserve Your Take Out Meal, Call 480-396-4000**

Turkey 16-18 lbs.  
Cornbread Stuffing 3 lbs.  
Giblet Gravy 2 qt.  
Cranberry Relish 1 Pint  
Green bean casserole 3 lbs.  
Sweet Corn 1.5 lbs.  
Garlic Mashers 4 lbs.  
Green Salad  
Dressings 2 Pints  
Rolls 20 ea.

[www.UpCloseAZ.com](http://www.UpCloseAZ.com)



REAL ESTATE

BUYING OR SELLING THIS FALL? WHAT YOU NEED TO KNOW

By Lorraine Ryall  
Realtor, CDPE, CSSN  
KOR Properties

As summer begins to fade and we head into the fall, we become the envy of those bracing for the winter storms.

Let's face it, this is the reason we all love to live in Arizona—for the fall, winter and spring months. With the cooler temperatures comes our annual flock of snowbirds, ready to relax and stay warm while enjoying our perfect winter weather.

CANADIANS—ARE THEY BUYING OR SELLING THIS YEAR?

Canadians always have been at the top of the list for buying second homes in Arizona, but last year, with their weak exchange rate, we saw a big decline in the Canadian market. Instead of being buyers, we saw more Canadians become sellers, selling their homes to take advantage of the gains they made in investing in our housing market and the weak Canadian loonie. The exchange rate dropped as low as 68 cents this past January, but was back up to 77 cents this past September, close to September 2015, which was 75 cents.

However, this year may see some of our Canadian friends buying again. Home prices are rising faster in Canada than they are in the U.S., and the National Association of Realtors (NAR) says more Canadian buyers will snap up stateside vacation properties as a result.

The American real estate trade group's prediction is based on the idea current Canadian homeowners will free up some of their increased equity gained from appreciating property values and put it toward a second home south of the border.

"That's a little bit contrary to what we might have expected earlier because the strong U.S. dollar was making U.S. prices seem more expensive," said Danielle Hale, NAR's managing director of housing research.



Lorraine Ryall

REGULAR MARKET AND SECOND-HOME BUYERS

Supply and demand is the key factor to determine if we are in a buyer's or seller's market, and, as we have been all year, we still are very much in a seller's market, with substantially more demand than supply. We also are seeing more second-home buyers from within the U.S. who are filling the void left by the Canadian buyers, which is helping keep the demand high as we head into our second-home buyer season.

As you can see from the statistics, which are taken from the *Cromford Report*, our home sales and under-contract homes for August are significantly higher than this time last year. Demand has increased while supply has decreased, causing 50 percent more demand than supply. Nothing creates a hot market more than supply versus demand. When the spread between them is this high, we are in a strong seller's market and can expect prices to continue to increase.

The median sales price for Mesa has increased by 10 percent from August 2015. Even with below average Canadian buyers in the second-home market this year, we certainly are making up for it with more U.S. second-home buyers, regular sales and supply versus demand.

FOR THE SELLER

If you are thinking of selling, now is a great time to list your home, while the supply is low and there are fewer homes with which to compete. With interest rates at record lows, more buyers are pulling the trigger and buying homes to take advantage of such low rates.

FOR THE BUYER

Mortgage rates still are at record lows, making it a great time to lock in a 15- or 30-year fixed rate. If the spread between supply and demand remains where it is today, buying in the spring could be a lot harder and more expensive than buying now.

Without that crystal ball, we never can know for sure what is going to happen, especially in the housing market. So, all we can do is look at where we are today,

MESA LISTINGS AND SALES	Aug. 2015	Aug. 2016	Change
Sales	650	739	13.7%
Under Contract	940	1012	7.7%
Active Listings	1547	1466	-5.2%
Median Sales Price	\$215,000	\$236,450	

PHOENIX METRO AREA SUPPLY AND DEMAND	Sep. 2015	Sep. 2016	Change
Supply	81.5	70.5	-13.5%
Demand	101	105.58	4.5%
Demand vs Supply	23.9%	49.8%	25.8%

how we compare to last year and what we can safely predict going forward.

We know interest rates are likely to increase. They certainly aren't going to be going down any significant amount. There currently is a lot more demand than there is supply, and nothing on the horizon shows this will be changing any time soon.

SELLER - If you are considering selling your home, you can get a free home estimate at [InstantHomeValueAZ.com](http://InstantHomeValueAZ.com), or contact me directly for a free no obligation market analysis.

BUYERS - If you are considering purchasing a home, you can search the MLS like an agent on my website at [Homes2SellAZ.com](http://Homes2SellAZ.com), or contact me directly, so I can set you up on a search, and we can start viewing homes matching your criteria. ■

Lorraine Ryall has been a Multi-Million Dollar producer for the past seven years. You can reach Lorraine at (602) 571-6799. You also can send her an email at [Lorraine@Homes2SellAZ.com](mailto:Lorraine@Homes2SellAZ.com), or visit her website at [Homes2SellAZ.com](http://Homes2SellAZ.com).



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Lorraine helped us with 3 real estate transactions in the past year — she went above and beyond to help with staging, with suggestions for how to best prepare our homes prior to listing and what we could do to maximize our selling potential. She is very dependable and knowledgeable and even took time to call us when she was traveling out of state to keep us apprised of our sale status. She is delightful to work with and we would not hesitate to recommend her to anyone needing a top-notch realtor. -Keith White

WHAT'S YOUR HOME WORTH—FIND OUT TODAY [www.InstantHomeValueAZ.com](http://www.InstantHomeValueAZ.com)  
SEARCH THE MLS AND KEEP UPDATED ON THE MARKET [www.Homes2SellAZ.com](http://www.Homes2SellAZ.com)



Las Sendas Remodel  
\$325,000  
1571 sq ft, 3 Bed, 2 Bath



Mesa Custom - \$650,000  
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Mountain Bridge  
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2680 sq ft, 4 Bed, 3 Bath



Parkwood Ranch  
Sparkling Pool - \$315,000  
2697 sq ft, 4 Bed, 2 Bath



HEALTH

# Have an Expert Help With Medicare Open Enrollment

Submitted by Tapestry Insurance Group

With Medicare Open Enrollment beginning this month, and going through the first week in December, being able to choose the right plan to fit individual needs can be overwhelming.

Lynne Jones is a licensed and trained Medicare agent who stays informed. So, she can help those eligible for Medicare pick the plan that works best for them.

With so many options in plans, doctor networks, costs and benefits, it makes sense to have an agent help make the Medicare decision. "It's important to have as much knowledge as possible when making medical decisions," Lynne said. "Why not have someone local who can help you make the best possible decision?"

Lynne is able to meet one-on-one with her clients, either at their home or in a public location. "By meeting with clients individually, I feel like I can really understand their needs and what is most important to each person. I firmly believe it is not a One-Size-Fits-All decision. I'm an independent agent, so I am able to share more than just one insurance option and more than one type of plan."

When not doing Medicare, Lynne helps her husband, Michael, in his video production business. They have lived in Red Mountain Ranch for almost 22 years. "I love this community, and always feel so proud to be a part of such a wonderful part of the Valley," Lynne stated. ■

For help with your Medicare insurance needs, please contact Lynne Jones at (480) 212-2246.



Lynne Jones

EVENT

# Area School Hosts Annual Community Garage Sale

Submitted by Las Sendas Elementary School

Las Sendas Elementary School will host its ninth annual Community Garage Sale in the school parking lot on Saturday, Oct. 29, from 6 a.m. to 1 p.m.

The Las Sendas PTO will sell reserved parking spaces for \$25 each. You can set up your own garage sale and keep the profits.

Reservations will be taken until Wednesday, Oct. 26. Spaces go rather quickly, so reserve yours today. You do not need to be a Las Sendas resident to participate.

Payment is required to reserve your space. You can send (or drop off) payment, along with your name, contact information and number of spaces needed (\$25 per space), to Las Sendas Elementary School, 3120 N. Red Mountain Road, Mesa, AZ 85207. ■

For further information, contact Krystal Schmier at (480) 472-8732, or send an email to lsptogaragesale@gmail.com.



ORGANIZING

# CHANGE YOUR ATTITUDE ABOUT GETTING ORGANIZED

By Nancy Nemitz

You never will get organized until you change your attitude.

Clutter and disorganization have less to do with things than with psychological and emotional factors. Let's face it. People are emotional about their pig collections. The hard part is separating the pig from the person who gave it to you or where you were when you bought the ceramic pig cookie jar. It's a cookie jar. It isn't your friend in more ways than one.

You likely blame your disorganization on lack of time to get organized or not enough space for all you'd like to keep. That's not true. You've decided to do something else rather than make some difficult and emotional decisions. Time management is a discussion for another time, but trust me when I say, you don't have any more hours or minutes in a day than anyone else. The clock moves at the same rate for everyone.

Ask yourself:

- If I get rid of these clothes, books, craft items, papers, etc. will I go shopping to replace them or have I decided it's more important to have a clean, organized space?
- Is it important to keep only what I love, or am I keeping something simply because someone gave it to me?
- Is my attachment to material things causing a strain in a relationship? You have to decide.
- Do I recognize it is a terrible burden on loved ones to have to sort through things I should have taken care of myself?

"Most decisions are not made using logic. The best and worst decisions are made using gut instincts—bypassing logic."—Deep Survival by Laurence Gonzales ■

Nancy Nemitz, owner of Create the Space Professional Organizing, has helped hundreds of people make the necessary attitude adjustments since 2004. This is her specialty.

For more information about getting organized, send an email to nancy@createthespace.com. You also can call (480) 223-8939.

## ARE MEDICARE PLAN CHANGES TOO CONFUSING?

Some Medicare plans are prone to change more than others each year. Let me help take some of the confusion out of choosing a plan for 2017 and beyond.

- Have you received a letter saying that your favorite doctor is no longer in the network?
- Have you received a letter showing that your plan's rates have changed more than you would have liked?
- Would you like personalized help exploring your Medicare options?

You are not alone. This time of year is very confusing for most people that are on a Medicare plan.

Call me today for help navigating Annual Enrollment this year!

**Lynne Jones**  
Cell: 480-212-2246

By calling this number, you will be connected to a licensed insurance agent.

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*Appointments are filling quickly so call now to have your home ready for the holidays!*

\*Although Poppy's closed their home decor retail shop Sept. 30th, their home decorating business will continue to beautify homes and businesses, as it has for the last eleven years.

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[poppyshomedecoraz.com](http://poppyshomedecoraz.com)

LOCAL BUSINESS

October is Car Care Awareness Month

*Submitted by H and I Automotive*

Fall is a traditional time to make sure your vehicle is ready for the winter months ahead.

We may have some mild winters here in the Valley, but the conditions still are completely different from the summer. You should always have a complete inspection performed on your car during service, but fall is one of the most important times. Your car has just been through extreme heat and storms.

Here are some key areas on which to focus:

**Tires**—Tires should be checked for wear, dry cracking and, of course, air pressure. Always turn your front tires out when performing the inspection. The outside edge may look just fine, but it may be a whole different story when you check the inside edge. Poor alignment will contribute to the tires not wearing evenly across the tread. Closely inspect the sidewall of the tire for dry cracking. Tires more than five years old should be replaced or they may separate. Tire pressure should be checked every few months.

Fall is an important time because of the temperature change. Air pressure goes down 1psi for every six degrees of air temperature. If your car tire pressure was set when the temperature was 110 degrees, that same tire will lose 7psi when the temp is 70 degrees. Tire monitoring systems are great, but not foolproof. Sometimes, the system only is looking for a large difference between tire pressures and not just low tire pressure. If your tires have been rotated, your system may show a low tire on the right front but the actual low tire may be in a different position. Always check all four tires when your low tire light comes on.

**Battery**—Batteries take a beating during the summer, and there is a high rate of failure once the weather starts to cool again. It is best to test a battery after your vehicle has been parked for at least an hour. A battery will give a false reading if it recently was driven due to the charge voltage from the alternator. A dead battery is never convenient. So, make sure you change it at the first sign of trouble. The cable ends should also be checked often for signs of corrosion. If corrosion goes unattended, it can damage the cable.

**Belts and Hoses**—Have your vehicle's belts and hoses inspected to ensure their reliability. Engine belts

don't always show visual cracks when they are worn. A depth gauge needs to be used to measure the ribs for proper gripping. When checking hoses, make sure all the hoses are checked. There are radiator, heater, and in most cases, other hoses that can be found all around the engine compartment. It only takes one small hose failure to cause an overheating situation that can lead to expensive repairs.

**Vehicle Health**—A complete inspection of the entire vehicle should be performed. This includes fluids, braking system, suspension, filters and steering. Any component on the car made of rubber is susceptible to dry rotting with our extreme heat and dryness. Being proactive when a problem is first discovered can alleviate a costly breakdown in the future.

Just like changing oil, the other fluids become contaminated and lose their protective and lubricating ability. Following recommended service intervals for fluid changes will help prevent failure of those systems. ■

For more information, call H and I Automotive at (480) 985-9279. We are a full service professional automotive service center, serving our East Valley neighbors since 2009. Find us online at [handiautomotive.com](http://handiautomotive.com) or on Facebook and Google+.



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In Las Sendas

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**Las Sendas Area Market Report**

Sales for the Month of August 2016

Address	Square Feet	Community	Sold Price
3055 N. Red Mountain #172	1,571	Ironwood Pass	\$251,000
7445 E. Eagle Crest Dr. #1061	1,659	Cachet	\$259,900
7445 E. Eagle Crest Dr. #2107	1,795	Cachet	\$277,500
6942 E. Snowdon St.	1,911	Cobblestone	\$290,000
7760 E. Western Hills St.	1,571	Mountain Gate	\$304,000
7431 E. Nora St.	2,126	Grayfox	\$310,000
6916 E. Porria St.	1,911	Vintage Hills	\$310,000
3055 N. Red Mountain #136	1,756	Ironwood Pass	\$334,000
7640 E. Snowdon Cir.	3,437	Highlands	\$445,500
7863 E. Sierra Morena Cir.	2,757	Eaglefeather	\$449,000
3528 N. Piedra Cir.	3,427	Grayhawk	\$480,000
7538 E. Tyndall Cir.	3,655	Pinnacle Point	\$505,000
7603 E. Torrey Point St.	3,330	Pinnacle Point	\$580,000
7130 E. Saddleback St. #4	3,687	Golf Colony	\$595,000
4111 N. Sage Creek Cir.	3,681	Legacy Hills	\$675,000
3461 N. Ladera Cir.	3,456	Rock Canyon	\$745,000
8121 E. Echo Canyon St.	5,514	Walking Stick	\$980,000
8347 E. View Crest Cir.	7,008	Pinnacle Ridge	\$1,825,000

Information gathered from the Arizona Regional Multiple Listing Service is deemed reliable, but not guaranteed. Sales Information Provided By John Karadsheh, ABR, CRS, DESIGNATED BROKER KOR Properties [www.KORproperties.com](http://www.KORproperties.com)

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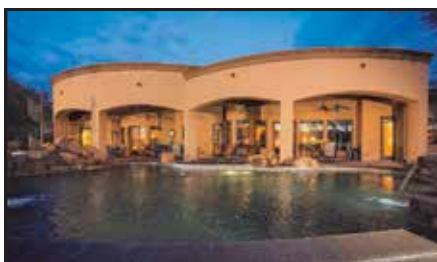
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**BASEMENT - 6 CAR GARAGE!**  
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\$1,250,000



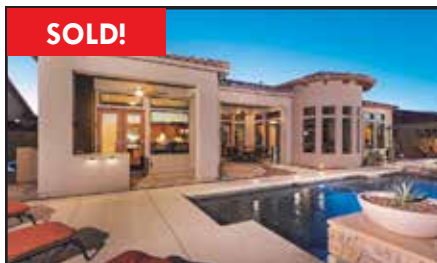
**JUST LISTED!**

**LAS SENDAS - ONE OWNER**  
Corner Lot - Open Floor Plan  
\$435,000



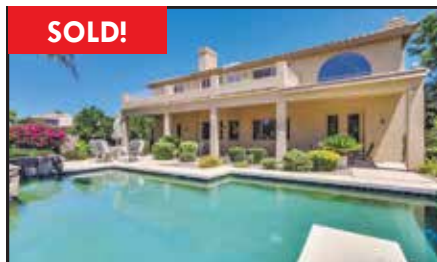
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**BASEMENT IN MAHOGANY**  
Former Model Home  
\$557,000

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**SCHEDULE**  
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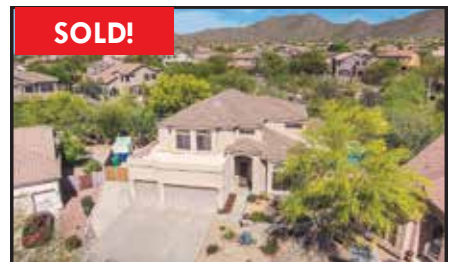
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LOCAL BUSINESS

Poppy's Closes After Years OF CREATING BEAUTY

Hello Friends,  
This happens to be the most difficult letter I have written to date.

The past few weeks have been filled with emotion. Lots of tears have been shed. I want to share with you the fact Poppy's Home Décor, as you now know, closed on Sept. 30.

I want to thank each of you, our amazing customers. The past 11 years have been an incredible journey, and it is all because of you—my loyal friends, clients and customers. I have had the opportunity to share in the lives of so many clients and friends.

I have spread and created lots of joy for the holidays. I have helped friends design their new homes, and have helped with remodeling projects, etc. I have lost dear friends along the way, and I have watched as families have grown with the birth of new babies.

Poppy's has been much more than a job. It has been my life and a part of my family. My children and some of my grandchildren have memories of helping and being a part of Poppy's. So, as you may imagine, this is not easy.

I will continue to do interior design, so the changes at Poppy's will not affect current or future clients. We will be a part of Christmas boutiques. Periodically, we will send out emails to keep you updated on events and what's happening.

Again, thank you. None of this would have been possible without you. I am so grateful for the time I've had with you and Poppy's in my life. I have made lifelong friends, and I have had incredible experiences. Life truly is amazing, and I am excited now for the next adventure in my life.

Poppy's Christmas trees will be available at Wood Creations, located next door, as of Oct. 14.

Remember to embrace color and create beauty.

Sincerely, Susan Haviland

Owner/Interior Designer of Poppy's Home Décor ■



If you or someone you know is interested in a business opportunity, please give me a call at (480) 325-4900.

EDUCATION

Las Sendas Resident Is Candidate FOR MESA SCHOOL BOARD

By Jamie Killin

Las Sendas resident Kiana Sears is running for the Mesa Public Schools Governing Board.

A Mesa resident for more than 20 years, Kiana is a wife and proud mother of two children who attended and graduated from Mesa Public Schools. Kiana currently serves as a corporate relations executive with the Valley of the Sun United Way. She previously has served as a member of the research staff with the Arizona Senate and an executive consultant for the Arizona Corporation Commission.

In addition to her long history and experience as a civically engaged Mesa resident, Kiana would offer the board a new perspective. If elected, she would be the first minority member of the school board, as well as the first Las Sendas resident on the board.

Over the years, this wife and mother has stayed engaged in the Mesa Public Schools system as an Art Masterpiece volunteer and as a member of those parent teacher organizations where her two daughters attended school.

Mesa Public Schools is the largest majority-minority district in the state, and Kiana believes it is vital to have minority representation on the board.

"The school board needs to reflect the community," she said.

Kiana embraces the diversity within the school district and the community, and credits this diversity as one of her favorite things about Mesa.

However, Kiana also believes Mesa Public Schools can be improved by mobilizing and connecting the community.

"The most valuable resource we have is the power of community," she said.



As the world becomes increasingly technology-oriented, and children become more engaged with the Internet, Kiana says people have come to believe this generation of children is different and doesn't require the same types of resources as previous generations.

"There's a belief children today are different, but they're not different," Kiana said. "They still need the same basic things our generation did, which is a connected, supportive community."

Kiana believes increasing awareness among community members and enlisting their help, especially the help of retired community members, is key in improving our schools without relying on an increased budget.

Her interactions with Mesa community members have shown her many residents are willing to help improve schools, by donating money or supplies or by volunteering. Many don't know which schools need additional help and resources, however.

"About ten minutes from my home, there are subpar elementary schools, where education is the best tool to break the cycle of poverty," she said. "Failing to provide a quality education perpetuates the cycle of poverty. Let's provide quality education for all children, creating a brighter future and stronger economy in Mesa."

She also believes it is important to acknowledge the fact different schools need different resources. By acknowledging these differences, it is possible to provide all children with the same exemplary education.

"We've taken a cookie-cutter approach, which does not address the needs of all communities," she said. "Every single child deserves to learn and have access to the resources we already have available in our district." ■

For more information on Kiana Sears, visit [sears4mesaschools.com](http://sears4mesaschools.com).

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## EDUCATION

# Another Year of Academic Excellence Is Underway

## Submitted by Self Development Academy

Self Development Academy (SDA) is the only Arizona school consistently ranked among the top 10 schools for the past decade.

*How has SDA attained this ranking and received other prestigious awards, including the 2010 Charter School of the Year Award and Academic Excellence Award (2011)?*

The success of SDA students is attributed to a visionary principal, dedicated teachers, administration and staff, supportive families and motivated students.

More than 17 years ago, Dr. Anjum Majeed founded SDA after much encouragement from parents desiring a continuation of the advanced and high-level preschool and kindergarten curriculums offered at Self Development Preschool.

Since SDA's opening, the school has grown tremendously, and now consists of more than 475 students in elementary school and middle school. Also, as parents, several former preschool students now are sending their children to Self Development Preschool and SDA, a testament to the programs offered by Self Development schools.

At SDA, the students learn a minimum of one grade level ahead of the Arizona state educational standards. Beginning with the kindergarten year, students are academically challenged and high academic expectations are established, all within a nurturing environment.

SDA elementary school students obtain a solid foundation in Language Arts, Mathematics, Science and Social Studies. Students are taught at the mastery level, and, the curriculum emphasizes higher level thinking skills, such as critical thinking and problem solving.

By the time SDA students reach middle school, many are prepared to enroll in Algebra I, Advanced Literature and Advanced Science. During middle school, students have the opportunity to complete Pre-Algebra, Algebra I, Geometry and Algebra II, Advanced Literature and Science, including Biology, Chemistry and Physics, as



well as Technology. Many of these courses are not offered until high school.

Students completing eighth grade at SDA are enrolled in Honors and Advanced Placement courses upon entering high school. Additionally, many students receive high school credit for courses completed at SDA. This enhances their grade point averages, and makes them highly competitive students when applying to colleges and universities.

Aside from the academic focus, students have opportunities to develop other skills, such as public speaking, sports and performance skills. Class plays, winter performances and Science Fair are just a few of the many annual in-house activities.

Afterschool activities include Sports Club, Science Olympiad, Dance Club, Choir Club and Student Government. Dr. Majeed and staff support student-initiated and lead projects, as well. The annual talent show, mentoring programs and various donation drives are examples of these projects. SDA is committed to developing well-rounded students who are well prepared for high school and beyond. ■

*Registration for the 2017-2018 school year begins in October. For more information, or to schedule a tour, please contact the front office at (480) 641-2640.*

## HEALTH

## Good Sound Audiology Hosts Mesa Grand Opening

By Jamie Killin

Good Sound Audiology has opened its third location in Mesa, and will host its grand opening event on Wednesday, Nov. 2, from 4:30 to 7 p.m.

The event will feature a ribbon cutting ceremony at 5:15 p.m., hosted by the Mesa Chamber of Commerce.

Attendees also will have the opportunity to tour the new office, meet the Good Sound Audiology staff and experience the latest in hearing technology, such as the Bluetooth hearing aid.

"We choose to only work with state-of-the-art technology," said Good Sound Audiology owner, Dr. Tina Jessee.

These new Bluetooth aids allow patients to talk on the phone through their hearing aids and change their settings directly from their smart phones, without having to wait to make an extra appointment with their doctor. This makes hearing aids more effective and convenient than ever before.

These are the kinds of innovations Good Sound Audiology patients can expect.

"You should be able to expect better hearing," Dr. Jessee said. "The hearing aids should be comfortable and look good, and you should be able to hear with background noise."

Finding the right hearing aids, provided by the best doctors, can make all the difference in the lives of those who are hearing impaired.

Dr. Jessee, a Doctor of Audiology, has been practicing for 25 years. Joining her is Dr. Valarie Streich, also a Doctor of Audiology, boasting 15 years of experience.

"We hold the highest credentials possible, and we have a very high success rate," said Dr. Jessee.

Their combined experience and education create the best possible experience for patients, and lead to life-changing results.

"Our patients benefit physically and emotionally from better hearing," said Dr. Jessee. "It's incredibly rewarding work." ■

*The new Good Sound Audiology location is at 6816 E. Brown Road, Suite 102. For more information, or to schedule an appointment, call (480) 634-6100. You also can visit [goodsoundaudiology.com](http://goodsoundaudiology.com).*



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LOCAL BUSINESS

Today’s customer has demands when choosing where to eat

By David Moore  
If you want to spot good eats in Mesa, I know a good one. As a child, Grandpa McKinney told me, “If they don’t have Heinz Ketchup, just leave.” Today, the hunt for good places to eat is much more complex. Here are some of the basics today’s savvy consumer demands:

1. A full parking lot—The public rarely is fooled, and a consistently full lot means something is right in this place.
2. Quality—Never frozen beef, chicken and pork will yield a more fresh, tender, and moist main dish.
3. Variety—Steaks, salmon, osso buco and a cod fry, but also 21 burgers, pizza, wings, bangers and strawberry salad test the best of kitchens.
4. Unique—It takes risk and extra work to do 80-pound pig roasts, 21 different burgers, not fried chicken but genuine broaster chicken, and a full page of appetizers.
5. Value—That formula of quality, quantity and price is difficult to plan and harder yet to deliver. How about 10 different entrées, which all qualify as *Two for \$20* meals, including soup or salad?
6. Honesty—Beware of places with a *fish fry*, which means swai or basa fish. As Crocodile Dundee said, “It



won’t kill you, but it tastes like...” You know the rest. Look only for a cod fry. Try JJ Madisons All American Grill. They passed the test. ■

For more information on menu items and daily specials, call (480) 924-8778. JJ Madisons All American Grill is located at 430 N. Power Road, on the northwest corner of Power Road and University Drive.

MISSISSIPPI POT ROAST—NO. 1 TRENDY DISH IN AMERICA TODAY

- 3- to 4-pound choice boneless beef chuck roast
- Place roast in a crockpot on low for 6 to 8 hours. Do not include any water or liquid—absolutely none.

Top roast with:

- 1 packet Hidden Valley Ranch dip or dressing dry mix
- 1 packet beef au jus dry mix
- 1 stick (1/4 pound) unsalted butter—yes, the whole thing
- 1 sliced jalapeño (seeds removed)
- Optional—1 thinly sliced onion under the meat

Serve with mashed potatoes, rice or wide noodles.

This recipe is courtesy of JJ Madisons All American Grill. Enjoy!

COMMUNITY

MESA OFFICIALS SEE BENEFITS OF Affirmative Vote On Question 1

Submitted by John Giles and David Luna

The highest priority for Mesa’s elected officeholders is to ensure the safety of our community’s families.

Making sure we have excellent 911 response times and public safety services requires putting our resources behind the men and women working the frontlines of Mesa’s police and fire departments.

That’s why the two of us—Mesa Mayor John Giles and District 5 Councilman David Luna—hope you will join us in voting yes on Question 1 on or before Nov. 8.

For years, Mesa’s public safety departments have *done more with less*, stretching our people almost to the breaking point. While our population has soared, public safety staffing has fallen 30 percent. As a result, 911 response times have jumped by 75 seconds.

If approved, Question 1 will direct \$23 million annually toward police, fire and paramedic services. This means Mesa will be able to hire 58 police officers, 14 fire fighters, six engineers and six fire captains by 2024. The revenue also will help us meet equipment needs, including radios, communications consoles, records management system upgrades and driving track resurfacing for police; and breathing apparatus, cardiac lead monitors, computer-aided dispatch equipment upgrades, communications equipment and infrastructure and emergency generators for our fire fighters.

Additionally, Question 1 directs \$15 million yearly toward economic development

and higher education projects, including a new Arizona State University campus downtown. Improving higher education in the City will help create the skilled workforce we need to attract new jobs. And providing better tech, as well as science, technology, engineering and mathematics, or STEM education, will allow our youngest residents to compete in a 21st century economy.

The bottom line? If approved, Question 1 will increase the City’s Transaction Privilege Sales Tax from 1.75 percent to 2.15 percent—still squarely in the middle of the Valley’s 11 largest cities and towns. In sheer dollars and cents, it means the next time you spend \$10 to buy lunch at a fast food restaurant, you would pay an extra 4 cents.

Given that our City does not have a primary property tax or a sales tax on groceries, we see Question 1 as the most responsible way to strategically staff and equip our public safety services and improve our City’s higher education options and economic development efforts.

We hope that come Nov. 8, you will join Mesa’s public safety community and leaders, such as Representative Matt Salmon and Supervisor Denny Barney, in voting yes on Question 1. Together, we can ensure the safety of Mesa’s families, youngsters and seniors and build a thriving *next Mesa*. ■



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## LOCAL BUSINESS

# Tech Center focuses on attracting medical device companies

Submitted by Councilman David Luna

Great things are happening in District 5, and it is a pleasure to provide you with some details about Mesa's Falcon Tech Center.

Located at the heart of Mesa's Falcon District, a hotspot for aerospace, manufacturing and technology, the Falcon Tech Center is a new development designed to:

- Expand Mesa's established technology companies, and grow the number of high quality, knowledge-based jobs in the city.
- Create a one-of-a-kind destination in Arizona where technology companies cluster.
- Elevate Mesa's brand, and promote Mesa as a technology hub for growing companies.
- Leverage City of Mesa resources to guide development and recruit high quality projects.
- Offer public-private partnership opportunities for developers and companies to join in implementing the

council's vision for quality economic development and cutting-edge, place-making projects.

The center will offer a high-end, campus-like setting with the primary purpose of attracting technology companies, especially medical device companies.

Uniquely positioned, the Falcon Tech Center features several competitive advantages. It is one of Arizona's only technology parks focused on the medical device and technology industries. It is a prime location, with existing utility infrastructure and convenient access to market. Arizona has a strong, existing health care and bioscience cluster in place, and the market is expanding, with Arizona biomedical jobs growing three times faster than the national average.

The center features more than 63 acres of city-owned land, with the potential of 40-year or longer land lease terms available. It is adjacent to Falcon Field Airport, providing easy access for corporate aircraft. The area also

hosts a robust infrastructure with significant power, water, natural gas and redundant telecom fiber capacity.

The site is especially appealing to California-based companies because of Arizona's lower operating costs (up to 40 percent lower than California); lower total payroll costs, including some of the lowest workers compensation and unemployment insurance in the country; no sales tax on manufacturing equipment; no inventory tax; right-to-work state; low unionization; and minimal regulation.

To learn more, visit [tinyurl.com/FalconTechCenter](http://tinyurl.com/FalconTechCenter), [mesaaz.gov/economic](http://mesaaz.gov/economic), or send an email to Economic Development Project Manager Lori Gary at [lori.gary@mesaaz.gov](mailto:lori.gary@mesaaz.gov). ■

*As always, I am here to serve you. So, please reach out to me with your questions, concerns and comments. I can be reached via email at [district5@mesaaz.gov](mailto:district5@mesaaz.gov) or by phone at (480) 644-3771.*



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HEALTH

Revolutionary Caregiving Model Is Inspired by Japanese Prefecture

*Submitted by Home Care Assistance Mesa*  
**W**e are living through an aging revolution. The last 50 years have seen major advances in modern medicine and nutrition knowledge, which have not only extended the number of years we can expect to live, but the quality of life we can hope to enjoy. By 2031, every baby boomer will be over the age of 65 (with the oldest boomers aged 88).

This also will mark a time when seniors will comprise one-quarter of the North American population. But it is not simply the fact people are living longer. People's standards and expectations for aging also are seeing a dramatic shift. While retirement age used to be about stopping, now it is about going.

Being in the business of providing in-home care to aging adults, we found early on that aging adults and their loved ones were hungry for knowledge on what factors enable some adults to live longer, happier and healthier lives than others. While there is no single explanation for why some people live longer and more productive years than others, there is one place on earth that has been called the ideal place for aging. That place is Okinawa.

Okinawa is an island in the archipelago region of Japan, in the East China Sea, where the average life expectancy is just over 82 years (almost 78 for men and 86 for women). This is over a year longer than in the rest of Japan and almost 4.5 years longer than the average U.S. lifespan.

Okinawans are three to seven times more likely to live to the age of 100 than Americans. As impressive as the long lives lived by the people of Okinawa are, what is of equal, if not more interest, is the quality of health most elders of Okinawa enjoy. Heart disease, cancer, dementia, diabetes and other conditions considered par for the course in older people in North America are rare in Okinawan elders.

Studies have found that such genetic factors only account for about one-third of the Okinawan elders' extraordinary health and long life spans. As much as two-thirds of this enviable good health

appears to be the result of diet, exercise, low stress levels, familial and community ties, social practices and spiritual beliefs. Each of these elements, just like the disorders and diseases they help prevent, feed on one another in a symbiotic relationship.

Home Care Assistance has developed a revolutionary and proprietary approach to senior care based on these centenarian studies called the *Balanced Care Method*. Excellent physical health, mental awareness and inner calm are common among the studied elders. The method seeks to capture some of the lifestyle factors that go toward creating such long-lived and healthy people. Its philosophy can be summed up in two words—moderation and variety.

A steady diet of mackerel, tempeh, seaweed, sweet potatoes and green tea probably is not realistic for most Westerners. Neither is daily tai chi practice or walks between villages. Yet there are many ways to implement the principles of the Okinawan lifestyle within a Western framework. We have distilled some of the main lifestyle components below for you:

**DIETARY FACTORS**  
A major factor resulting in the extraordinary health enjoyed by Okinawan elders is their distinct diet. It is

plant-based, low in protein and high in fiber, omega-3 fatty acids and flavonoids. It includes low to moderate alcohol intake, plenty of fruits and vegetables and very low levels of saturated fat and sodium.

**EXERCISE FACTORS**  
Okinawan elders have lifelong routines of moderate exercise and physical activity. They walk most places they go, keep up daily tasks like housework, gardening and working well past the age of retirement in North America, and practice the soft martial art of tai chi. They report that these physical activities also give them a sense of calmness and psychological wholeness.

**SENSE OF PURPOSE AND ACTIVE SOCIAL TIES**  
The remarkable life spans and health in Okinawa can be explained further by the extent to which their lives also are low stress, socially rich, purposeful and spiritual. Their inner calm and desire to remain productive into older age offers Okinawan elders substantial stress relief, a sense of social connection and purpose and a respected, important role in their community.

The *Balanced Care Method* is a way of viewing aging as a rich and meaningful part of life. Each element—fostering independence, encouraging the maintenance of social ties, remaining active—supports and reinforces the others.

At Home Care Assistance Mesa, we train our caregivers in the *Balanced Care Method* to promote overall health and maximum independence for seniors. Families enjoy peace of mind knowing their loved ones are aging safely and comfortably in their own homes. ■

Contact Amanda Butas, client care manager, today at (480) 699-4899 to learn more about our *Balanced Care Method* and our home care services. You also can learn about *Happy to 102: The Best Kept Secrets to a Long and Happy Life*, an informative book on the lifestyle choices that improve long-term health.



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## REAL ESTATE

# Consider These Points If Downsizing Is in Your Plan

By John Karadsheh

Recently, I worked with an 80-year-old client who was living in a two-story home who knew he needed to get out of his living situation, as climbing the stairs was becoming more treacherous each day.

However, he was simply unable to make a decision about moving due to being overwhelmed by all his possessions.

Often, clients are so overwhelmed by the concept of moving they do not take action and move into a home or lifestyle better suitable to their place in life. From all of our experiences, we think it is always wise to think about your next real estate move now—even if such a move is five years down the road. Life can change, markets can change, and having a plan in place will allow you to be more flexible going forward.

So, where to begin?

- 1. Where Do You Want To Go?** Begin by thinking about where you want to move, and investigate that market. Let's say you have the idea that after retirement you want to move to a condo out of state. However, upon looking around, you find the properties are smaller and older, the HOA fees are high, and more expensive than you remembered when you visited there five years ago. It's better to know this before you sell your home and find yourself unhappy with what is available elsewhere. It's best to define several options you know will be workable for your lifestyle.
- 2. Take Stock of Your Possessions.** Trust us, no seller with whom we have ever worked has really had any idea how much stuff they had until they had to move it. This is why moving is stressful. If you are thinking of downsizing, really evaluate your possessions (especially big items), and decide how important they are to your happiness. A few years ago, we had a client



John Karadsheh

who made all of her purchasing decisions based on whether or not a massive desk set would fit into the home she was buying. Unfortunately, we had to eliminate many fantastic properties because of this desk. Much to our chagrin, she settled on a property less than ideal for her personally, but we have heard the desk is very happy. The moral—do not let your things dictate your space. Rather, find the space that suits your lifestyle. Then, bring along the things you love most (and fit) in your new space.

- 3. Take Baby Steps.** If you are planning for a move, you don't have to tackle the organization of your whole house in one month. In fact, it may take a year to get your house and garage in order. Focus on one room at a time, and spend no more than a couple hours at a stretch organizing. We promise the *pre-move* will make the actual move a piece of cake.
- 4. Make Decisions to Take Control of Your Happiness.** Evaluate your place in life, physically and financially, and embrace your next steps. Downsizing doesn't have to be challenging. Instead, it can be a fun new adventure. You are not stepping down—you are stepping away from maintenance, the management of possessions and higher expenses. Move toward the fun things—travel, family, friends, relaxation and peace of mind.
- 5. Simplifying Is Good For Everyone.** We recently had a friend whose father passed away, leaving a complex estate in several states and abroad. A young man with young children and a busy work life, he has become overwhelmed by the management of all the loose ends left behind. Our advice? Simplify your assets, plan ahead and be sure to meet with an attorney to organize your estate. This is not just advice for those who are downsizing. If you own property, which is the largest asset for most of us, you should consult with an estate attorney and have plans in place.



- 6. Know That You Can Get Help.** While moving may seem overwhelming, there are great services available. Professional organizers and life coaches are available to help you organize your things and your thoughts. They are an invaluable resource when it comes to mentally wrapping your head around the move. And, of course, movers can help you pack everything and get it where it needs to go.

From all of our experience, we can tell you one thing. If you are planning on downsizing, do it when you have the energy, health and desire to make the decision. Start planning now, so you have less stress down the road. Would you like to chat about all of it with us? Don't hesitate to give us a call any time at (480) 568-8680. ■

John Karadsheh is the Designated Broker for KOR Properties. He has been a Multi-Million Dollar producing agent for more than 14 years, and is an Accredited Buyers Representative (ABR) and Certified Residential Specialist (CRS). In 2014, John was voted the No. 1 Real Estate Agent in Arizona by Ranking Arizona. You can reach John at (480) 568-8684, or visit his website at [KORproperties.com](http://KORproperties.com). KOR Properties also is the creator and one of the founding sponsors of Mesa Food Truck Fridays.

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EVENT

# Brunch Benefits Jerome HUMANE SOCIETY

By Marge Graziano  
Red Mountain Ranch Resident

The Jerome Humane Society (JHS) Brunch to raise dollars for animals takes place on Sunday, Oct. 16, from 9 a.m. to 1 p.m., at the Honeymoon Cottage home of Marge Graziano.

The brunch, a longstanding event, is open to the public. Tickets, \$20 each, can be purchased in advance by calling Nelly Bly the Kaleidoscope Shop at (928) 634-0255 and at the door the day of the brunch. All proceeds benefit JHS.

The brunch concludes a week of kaleidoscope classes, including *How to Make a Kaleidoscope*, hosted by Nellie Bly and taught by National Kaleidoscope Makers. The Sunday brunch includes a silent auction, with lots

miles around are part of this amazing day.

In addition to a great brunch, the event is a great day trip, offering a view across the Honeymoon Cottage yard all the way to Sedona. Most of the town turns out for the brunch, with outsiders always welcome. The dress is casual.

To attend the brunch, park in town at the lot behind the fire station, and catch the free shuttle in front of Nelly Bly the Kaleidoscope Shop, on Main Street. The shuttle runs back and forth, bringing folks to the brunch and back to town. The view is wonderful and so is the food.

A non-profit organization, the Jerome Humane Society is housed in the old Bomb Shelter of the former Jerome Elementary School. Virginia Kenaway, a visiting veteran from the Valley, comes to Jerome each Thursday to perform surgeries and tend to animals with problems. No one in need of help for a pet or a found animal ever is turned away.

Following the brunch, participants will have time to peruse the town before heading back to the Valley. Visit the special shops, and walk on the side of a mountain, which once was the richest copper mine in the world. The entire town is on the National Register of Historic Towns and Places. ■

For more information about the Jerome Humane Society Brunch, call Marge Graziano at (480) 518-3844; Nelly Bly the Kaleidoscope Shop at (928) 634-0255; or the Jerome Chamber of Commerce at (928) 634-2900.



of excitement, as everyone tries to be the last bidder for a favorite item.

A live auction also is part of the brunch, with a female master of ceremonies who is a first-class entertainer and a show in her own right. Music by the Jerome Ukulele Orchestra, an open bar and the best buffet for

FINANCE

## It's time for a financial checkup

Submitted by Thrivent Financial  
A changing life leads to changing finances, so make sure you're up to date.

For most of us, checkups are a regular part of life. Dental visits, auto maintenance appointments and even glances in the bathroom mirror all help us monitor performance and catch potential problems, and assure that all is—or will be—well.

What's true of teeth, engines and grooming also is true of finances—regular checkups are recommended. Why? Changes, both great and small, affect the strategies people have developed to help achieve their financial goals. Unfortunately, too many people act as though once their financial program is in place their work is done. This isn't so.

As a general rule, Thrivent Financial recommends you review your financial program at least once each year. Certain life changes—the birth or adoption of a child, a change in marital status (married, divorced, widowed), the death of a family member or changes to your health—should serve as reminders a financial tuneup is in order.

Other changes in personal economics also can have a huge impact on financial programs. These may include shifts in employment status or salary (e.g. loss of job or a pay cut/freeze), home ownership

changes, significant changes in total assets or debt, the receipt of an inheritance, or tax law changes, which all can make previous strategies obsolete.

If you have a do-it-yourself mentality, a number of print and electronic resources exist to help monitor your finances. However, most can benefit from the knowledge, experience and insight financial

services professionals offer.

Qualified financial professionals can help people evaluate their present financial strategies and keep abreast of new laws, regulations, products and economic developments. Even

more important, financial professionals can challenge unrealistic assumptions people may have, and help them overcome money management's greatest threat, which is procrastination.

To live is to experience change. How and where change will appear is impossible to predict, but a financial checkup is one sure way to help your financial objectives—and your sense of financial confidence—keep pace with all that occurs. ■

Thrivent Financial is represented in the Red Mountain area by Red Mountain Group, which includes Jeff Kolzow, Jeff Rodemeyer, Rick Aussprung and Colton Sheley, located at 2941 N. Power Road, Suite 105. For more information, call (480) 396-5333.



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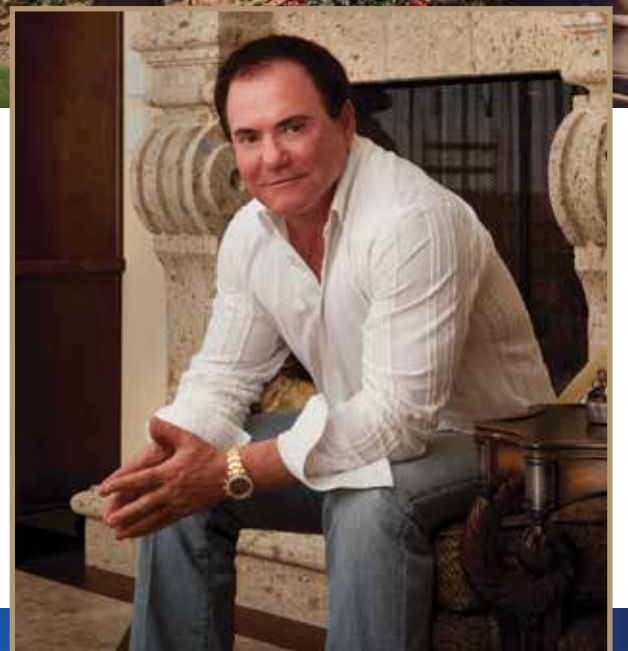
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### WE BUILD THE BEST CUSTOM HOME FOR THE MONEY IN THE VALLEY!

With 30 years of luxury custom home building experience in the Valley of the Sun, Amberwood Homes has built a solid reputation as one of the best custom home builders in Arizona, offering exceptional quality, innovative ideas, and a commitment to project details that is unparalleled. We believe that first and foremost, it is important to have an honest and collaborative relationship with our clients. From the first meeting through to the final walkthrough, we make you our priority.



**"IF YOU CAN DREAM IT,  
WE CAN BUILD IT."**

**Master Builder Billy Johnson**  
Amberwood Homes



**Call us today for a complimentary  
lot evaluation or custom home  
building consultation.**

**Contact Billy Johnson directly at 480-832-8161  
or [billy.j@amberwoodhomes.com](mailto:billy.j@amberwoodhomes.com).**

#### SPECIALIZING IN:

- EXCEPTIONAL QUALITY CUSTOM CONSTRUCTION
- VALUE ENGINEERED PLANNING AND DESIGN
- COMPLEX HILLSIDE AND DESERT LOTS
- CONSTRUCTION PACKAGES THAT KEEP PROJECTS ON BUDGET
- 10 YEAR STRUCTURAL WARRANTY

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