

The Groves Up Close



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February 2019

Love Is in The Air and Food Is On The Table

By Mercy Rivera

Valentine's Day is quickly approaching. With love filling the air, it's always nice to have some help in the most important part of Valentine's Day... the food.

As a local food adventurer of Mesa, I have gone to all the local favorites and compiled a list of some of the best (and most delicious) Valentine's Day offers and deals, each with varying price points and different menus that could appeal to everyone's tastes and budgets.

The first local favorite is Pacino's Italian Grill and Bar. Pacino's always is a good choice for good Italian food and a nice romantic atmosphere for Valentine's Day, with plenty of options, while also being decently priced.

On Valentine's Day, Pacino's is offering not only live entertainment, but also a three-course meal for two, priced at only \$65.

The three-course dinner includes the appetizer—Heart-Shaped Ravioli in a Creamy Gorgonzola Sauce. Next is the entrée. Couples are free to choose from 12 different options. Some of the options include Baked Lasagna, Lobster Ravioli, Steak Diane, Chicken Martini, Salmon Piccata, Linguini with Clams and more. For the final and favorite course—dessert. Pacino's offers delicious Chocolate-Covered Strawberries.

This menu is the perfect way to eat a delicious three-course Italian feast.

Pacino's Italian Grill and Bar is located at 2831 N. Power Road in The Village at Las Sendas. For more information, call (480) 985-0114.

The second local favorite is The Patio and Grille at Las Sendas Golf Club. This option is perfect when you want to treat your special someone



like royalty and pull out all the stops. The Las Sendas Golf Club has a great offer for a romantic four-course meal, along with a long stem rose, live entertainment and a beautiful view of city lights. All for only \$103 per couple.

The four-course meal also has two or more options of dishes from which to choose. Customers start out with an Amuse Busch and Crudite.

For the first course, you have the option of delicious Crab Cakes or Baked Goat Cheese Tart. The second course includes your choice of Baby Spinach or Pear and Blue Cheese Salad, both more exquisite than the simple name shows.

For the third course, you have four options, which are Filet Oscar, Roasted Coldwater Lobster Tail, Salmon Wellington or Oven Roasted Chicken. It's a tough choice. But the toughest choice of all is with the desserts, also coming with four options—Strawberry Cupcakes with Strawberry Icing, Heart-Shaped Cream Puff Ganache Glaze for two, Decadent Flourless Chocolate Heart Cake or Check Presenter Tuxedo Strawberries.

The Las Sendas Golf Club is located at 7555 E. Eagle Crest Drive. For more information, call (480) 396-4000.

The next favorite is Flancer's Gourmet Grub. They, too, have a budget-friendly Valentine's Day deal that is perfect for the homebodies. For \$64.99 per

couple, you can get a four-course meal to go.

The four-course meal starts with an appetizer—Fresh Mozzarella Caprese Bruschetta. It contains Toasted Pesto Crostinis, Marinated Roma Tomatoes, Extra-Virgin Olive Oil, Balsamic Vinegar and Fresh Basil. The next course is salad. A healthy Spinach Salad, with Red Chile Pecans, Roasted Bell Peppers, Gorgonzola, Warm Apples and Bacon served with Warm Vinaigrette.

After the salad comes the entrée, which is Filet Mignon with Fresh Ginger Shrimp served over Lime-Leek Basmati Rice with Caramelized Shallots and Shitake Mushrooms, and garnished with Candied Orange Peel, Shaved Parmigiano Reggiano, Roasted Tomatoes and Brussels Sprouts. The last course is dessert, which is served with a Chocolate Pretzel Peanut Butter Pie Triangle, Prickly-Pear Fresh Whipped Cream and Fresh Strawberries.

Flancer's Gourmet Grub is located at 1902 N. Higley Road. For more information, call (480) 396-0077.

The last option for a Valentine's Day outing is when you love me, myself and I. Treat yourself to Sam and Luca Rustic Kitchen Valentine's Day offer of a three-course meal priced at \$42 a person.

The first course you have nine options from which to choose. Some of them are Lobster Bisque, Caesar Salad, Crab Cake, Mixed Grill and more. For the main course, you have the option of four dishes—Shrimp and Scallops, Chicken Milanese, Lobster Ravioli or Salmon Genovese.

For the last course, you have the option of choosing from five different desserts, each delicious in their own way. Choose from Coppa Di Amaretto, Spumoni Bomba, Chocolate Mousse Cake, Salted Caramel Gelato or Tiramisu.

Sam and Luca Rustic Kitchen is located at 1959 S. Power Road. For more information, call (480) 659-6716.

Before you realize it, Valentine's Day will be here. Each place has its own charm, aesthetic and unique dishes that can cater to anyone's preferences. Be sure to keep the restaurants listed above in mind when you are deciding where to take yourself or your loved ones this Valentine's Day. ■

Wild Old West Dinner And Show Features Music and Fun

Submitted by Pioneer Pepper

Saddle up and ride back into the nostalgic era of the singing cowboys at the Wild Old West Dinner and Show, returning to Farnsworth Hall for another season of Wild West music, food and fun.

The dinner and show take place on Saturdays this year on February 9 and March 9. Dinner for all shows is at 6 p.m., and the show is at 7 p.m.

The show features the internationally acclaimed singing cowboy Pioneer Pepper with The Sunset Pioneers and dazzling showgirls. This multi-talented cowboy singing and dancing group keeps the Old West alive with their attention grabbing mixture of traditional cowboy music, comedy and choreography.

Performing such nostalgic songs as *Tumbling Tumble Weeds*, *Cool Water*, *Ghost Riders* and *Back in the Saddle*

Again, this notable troupe takes you back to the days of Roy Rogers, Gene Autry and Marty Robbins, reminding audiences that a little bit of cowboy lives on in us all.

The Sunset Pioneers are international entertainers and have been to Austria, England, Canada and across the United States. They performed for the *Little House on the Prairie* TV show reunion at the Western Film Festival, filmed with the BBC-TV for the TV series *Only in America* and with the *Midwest Country TV Show*, on RFD-TV Network.

They performed in Hollywood at the legendary House of Blues on Sunset Boulevard and have been named Fender Artists. As the official town balladeers of Gilbert, Ariz., they were hailed Top Personalities of the Year by the *Arizona Republic* newspaper.



The Academy of Western Artists nominated their album, *Wagon Load of Western Songs*, for the Album of the Year and the esteemed Will Rogers Award.

Tickets for the dinner and show are only \$28. Just the show tickets are \$20.

For reservations, information and tickets, go online to SunsetPioneers.com, or call (480) 986-6340. You also can purchase tickets at the Dreamland Villa Community Office, 320 N. 55th Place.

Enjoy the greatest, funniest, *bestest*, Old West dinner show around!

Farnsworth Hall is located at 6159 E. University Drive. For more information, call (480) 832-3461.

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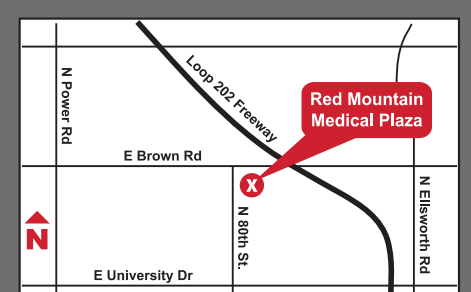
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E-mail: Publisher@PhillipsWest.com

(480) 748-1127

EDITOR-IN-CHIEF

Kim Phillips

ADVERTISING

Monica Adair (480) 772-1949

Kim Phillips (480) 748-1127

STAFF WRITERSDawn Abbey
Jamie Killin**COPY EDITOR**

Sandra Van Dyke

DESIGNLuckyYou! Creative, *publication design*
Erin Loukili, Jaclyn Threadgill
www.luckyyoucreative.comKeen Visual Media, *website design*
Ramey Newell
www.keenvisualmedia.com**CONTRIBUTORS**

John Karadsheh, Nancy Nemitz, Lorraine Ryall

www.UpCloseAZ.com**LOCAL BUSINESS**

Don't Overlook this Tax Deduction

Submitted by Toepel Company PC

Taxpayers often overlook the medical expense deduction.

While this deduction is subject to limitations, with today's high cost of health care, many people can surpass these limitations and get real tax savings by keeping track of their annual medical costs. As long as you itemize your deductions instead of taking the standard deduction, medical expenses that exceed 7.5 percent for tax year 2018 (10 percent for 2019) of your adjusted gross income could be deductible.

The cost of health care has skyrocketed. According to the Centers for Medicare and Medicaid, the average amounts spent by a person are well over \$10,000 a year.



Paul Toepel

Here are some often-overlooked medical expenses:

1. Medical Expenses in General

Medical costs can be deducted, related to the diagnosis, treatment, cure or prevention of disease or costs for treating any part of the body. Those include equipment, services and supplies, ranging from eye glasses to eye surgery, from acupuncture to prescriptions. Dental expenses also are among the costs some people ignore, including dentures and artificial teeth. Even artificial limbs, bandages, hearing aids and wigs are accepted medical expenses. And don't forget health insurance premiums.

2. Long-Term Health Care Costs

An often-missed expense is the amount paid for long-term care services and long-term care insurance. Rehabilitation, therapeutic, preventative and personal care services are among those that qualify as long-term care services, if your family member is chronically ill and if it is part of a plan set by a health care practitioner. Someone is considered chronically ill if he cannot perform at least two activities of daily living, such as eating, toileting, bathing and dressing, without substantial assistance from someone else.

3. Mileage

From weekly doctor's appointments, to out-of-town visits with a specialist, or for a procedure, the miles you log while driving to meet medical needs can be deducted.

4. Home Improvements for Aging and Special Needs Adults

Investing in ramps for a wheelchair, handrails and grab bars in the bathroom, or a stepless shower can be part of the deduction, as long as it doesn't add value to the home. The IRS says that the cost of the improvement is reduced by the increase in your property value. Other changes, such as widening doorways and hallways, lowering kitchen cabinets and installing lifts, also typically do not add value to houses.

The IRS Publication 502 details the medical deduction. It is available online at irs.gov/publications/p502.

Paul Toepel is a CPA who has lived in Las Sendas for more than 17 years. His firm, Toepel Company PC, is a full-service, Mesa-based CPA firm offering a variety of services for more than 30 years.

These services include tax preparation and representation, accounting, fraud prevention and QuickBooks setup and support. The company mission is, *To provide exceptional service, knowledge and experience, all while making you and your business successful.* ■

For more information, call (480) 833-8300. Toepel Company is located at 2500 S. Power Road, Suite 129.



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LOCAL BUSINESS

Larger Space Accommodates MORE CONSIGNMENT PIECES

By Jamie Killin

Robin's Nest Consignment recently opened its new, larger space, which, at 2,800 square feet, is twice the size of the previous shop, and is looking for new, great quality home items to sell.

"I need more consignments because as fast as they're coming in, they're going out," said owner Robin Grimaldi.



She is looking for all different furniture types that are clean, in good condition and like new, especially high-end pieces and bedroom sets and dining room furniture.

One of the most appealing aspects of Robin's process is potential sellers don't even need to go through the hassle of transporting pieces to the store to see if they are a match for Robin's Nest Consignment. They can just text or email a photo of their item directly to Robin for consideration. Plus, once Robin selects the item, pick up can be coordinated for a nominal fee.

Once the item is on sale, it has 90 days to sell through consignment, with a 10 percent discount applied after 30 days.

As soon as the item sells, Robin is ready to provide the consignor with their half of the sales, which can mean same-day payment when an item is purchased with cash, or a week if it's purchased by card.

Robin works hard to ensure items sell quickly through Facebook Marketplace, Craigslist, Instagram and the shop's website. Plus, the ease of consignment extends to customers, who are able to

purchase items listed online by calling the shop, and they even can coordinate delivery straight to their homes.

"Ease of transactions sets us apart," said Robin. "If someone sees something online, a lot of times they will call me to buy it online, and they don't even have to come into the store to get it."

For those who do want to shop in person, they will enjoy an improved experience at the larger space, which is set up to display the furniture the same way it would be set up in a home.

"My customers love it," said Robin. "People say, 'Oh, my gosh, it's like a showroom.' They come in and say they can't believe how big the store is and how many more things I have, and how well laid out things are so that it's all easier to see."

A Robin's Nest is located at 5253 E. Brown Road, Suite 102 and Suite 103. For more information, visit robinsnestresale.com. To inquire about consignment, text (480) 984-8485, or send an email to nibor1205@comcast.net.

LOCAL BUSINESS

Orange Patch Too Offers Gifts, Décor and Discounts

By Jamie Killin

This spring, cheer abounds at Orange Patch Too—one of Mesa's most beloved, family-owned shops for more than 30 years.

Owners and sisters Michelle Smith and Katie Hunsaker are looking forward to sharing that cheer with the customers and community that have supported them for more than three decades. The pair will feature a fun atmosphere, new products and shopping discounts.

"We enjoy our customers," said Michelle. "We love our customers. They're just great people and they've been so supportive over all these 30 plus years. They're just amazing customers that are more like friends. We're very grateful for them."

From Valentine's Day to Easter décor pieces, to the perfect gift or card, Orange Patch Too has everything you'll need.

Shoppers can look forward to one-of-a-kind gifts that will be a hit with family members of all ages, such as candles, puzzles, home décor—even clothing and accessories. Plus, the Orange Patch Too staff is always happy to lend a helping hand to customers looking for the perfect present.

"We have a great selection of gifts for everyone you know, from family and neighbors, to friends of all ages," said Michelle.

To top off your spring decorating, Orange Patch Too also has beautiful décor that will set your home apart, just in time for neighborhood parties and family events.

Many Valley residents also know the shop got its start in the 1980s as a citrus farm, and customers still love the citrus today. During February, customers even can look forward to having hand-selected citrus delivered straight to their doors. ■



Orange Patch Too is located at 3825 E. McKellips Road. For more information, visit orangepatchtoo.com, or call (480) 832-0230. Store hours are 9 a.m. to 5 p.m., Monday through Saturday. Orange Patch Too is closed on Sunday.



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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 2019 and beyond.

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EDUCATION

All-girls robotics team embraces TEAMWORK AND INNOVATION

Story and photos by Laurie Struna

At Fremont Junior High School, the Girls Out Loud robotics team is blazing a trail for future generations.

Seventh-graders Lucy Boyer, Sofia Carroll Covarrubias, Kassidy Lopez and Payton Maguire have been friends since kindergarten. In fifth grade, they realized their different schedules and interests made it challenging to stay connected. The friends looked for a learning opportunity to allow them bonding time and, most importantly, having fun. Robotics fit the bill.

Zaharis Elementary School gifted and talented teacher Patrick Carroll came on board as coach. At the time, the girls never dreamed that their hard work eventually would take them to the state competition at Arizona State University this past January.

The Girls Out Loud team motto is, *If you had fun, you won.* It's easy to understand the students' enthusiasm for robotics.

"Robotics is so much fun," Lucy said. "When we first started, we didn't know how to program robots, or what we were doing. We just knew we were having a blast, and now we focus on the experience, our teamwork and improving our scores."

SPACE EXPLORATION

First Lego League is celebrating its 30th season of challenging students to think like scientists and engineers through problem solving and teamwork. This year's theme transports students into space to solve a problem that astronauts can experience.

Girls Out Loud chose to address the unique social and confinement issues astronauts face on their long voyages in space by using virtual reality technology. In September, the team began working on a prototype of red and black virtual reality glasses. The goal is to provide astronauts with a virtual reality experience to help them feel connected to Earth.

"We knew we wanted to make the glasses sleek and build the computer into the lenses," Payton said.

After speaking with experts from NASA and SAP Hybris, the students learned that astronauts require two hours of daily exercise to maintain bone density and muscle strength in a microgravity environment. Infusing their exercise time with a virtual reality experience would add variety to their schedule, helping astronauts stay mentally healthy and happy.

"Astronauts have limited space to move around, and the glasses are designed to enhance their treadmill and stationary bike experiences," Kassidy added.

The team added earbuds to the glasses, providing sounds of the real world, which elevates the experience.

"Now they can run on the beach, bike in the woods or play a game of tennis or golf," Sofia shared.

The team qualified for state after competing in the regional tournament. At regionals, Girls Out Loud received the Project Award for fully embracing their core values, while achieving excellence and innovation in the robot game and project. At the time of this *Up Close* printing, results from the Jan. 19 state competition were unavailable.

For more information about all Mesa Public Schools, please visit mpsaz.org. ■



ABOVE: All-girls robotics team explores the social problems that astronauts can experience.

AT RIGHT: Fremont Junior High School Girls Out Loud robotics team, (left to right) Kassidy Lopez, Sofia Carroll Covarrubias, Lucy Boyer and Payton Maguire.



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HEALTH

New Medicare Enrollment PERIOD STARTS THIS YEAR

Submitted by Tapestry Insurance

The annual Medicare Advantage Disenrollment Period of Jan. 1 through Feb. 14 will be replaced with a different arrangement, which will be effective starting this year, according to the Centers for Medicare and Medicaid Services, or CMS.



Lynne Jones

The Medicare Advantage Disenrollment Period lets you drop your Medicare Advantage plan and return to Original Medicare (Part A and Part B). It also lets you sign up for a stand-alone Medicare Part D prescription drug plan.

In 2019, a new Medicare Advantage Open Enrollment Period will run from Jan. 1 through March 31. If you are enrolled in a Medicare Advantage plan, you will have a one-time opportunity to:

- Switch to a different Medicare Advantage plan
- Drop your Medicare Advantage plan, and return to Original Medicare, Part A and Part B
- Sign up for a stand-alone Medicare Part D prescription drug plan (if you return to Original Medicare)

So, why would you want to switch to a different Medicare Advantage plan?

All Medicare Advantage plans have certain benefits you can always count on. Many include coverage beyond Original Medicare (Part A and Part B). However, these extra benefits (beyond Part A and Part B) can change year-to-year.

If you would like to confirm that you are on the correct plan, or you have questions about your plan, please feel free to call me. If you are turning 65 this year, it is not too early to start to understand the rules and facts of Medicare. I can help you understand the rules of the road. ■

Call Lynne Jones, a licensed salesperson, at (480) 212-2246.

HEALTH

Skin Cancers Affect Millions of People Each Year

Submitted by Red Mountain Medical Plaza

Skin cancer is expected to affect more than 3 million people in the United States this year alone.

This number represents more cases of cancer than all other cancers combined. Most of these cases are the nonmelanoma skin cancers, which include both basal cell carcinoma and squamous cell carcinoma. People living in Arizona are more prone to these types of skin cancer because of our high altitude, low latitude and our very warm climate. This is important because most people living in Arizona spend time outdoors all year round. Arizona will have more cases of skin cancer than any other state in the country.

These nonmelanoma skin cancers generally will present as non-healing, painful or bleeding lesions. However, many of these lesions can present without any symptoms at all. The sooner these lesions are detected, the easier the course of treatment will be in the long run. Nonmelanoma skin cancers can be treated with various medical and surgical procedures.

The more aggressive types of skin cancers are melanomas. It is estimated that more than 1 million Americans are living with melanoma. The American Academy of Dermatology estimates there will be more than 178,000 new cases of melanoma in 2018.

If melanomas are caught early and do not spread to lymph nodes, the five-year survival rate is roughly 99 percent. However, if there is regional or distant spread to lymph nodes, this percentage drops down to 63 percent and 20 percent respectively. Therefore, observation of moles or any new dark spots on the skin should be monitored closely.

Patients should be looking for moles and new dark areas that are:

1. Asymmetric
2. Irregular bordered
3. Dark with multiple colors
4. Diameter greater than 5 mm
5. Evolving or changing moles

If caught early, even melanomas can be surgically removed before they spread.



Dr. Sam Smith

At Smith Dermatology, we recommend residents of Arizona schedule a total body skin exam at least once a year. We believe in preventative medicine, and will do everything we can to treat areas before they turn into one of the above-mentioned cancers. If a cancer already has developed, we will treat it with the best available modalities. Please wear a sunscreen with an SPF above 30 that is both UVA and UVB protective. Make sure to apply before sun exposure and reapply throughout the day when exposed to the sun's harmful rays.

ABOUT DR. SAM SMITH

Dr. Sam Smith is a board-certified dermatologist who has been in private practice for 13 years in the Mesa and Gilbert areas. His undergraduate degree is from Penn State, with a Bachelor of Science degree in health policy and administration. Dr. Smith then completed a master's degree in public health, with an emphasis in behavioral and community health sciences at the University of Pittsburgh. He went on to the Lake Erie College of Osteopathic Medicine, where he completed his medical training. After medical school, he completed an internship at the Frankford Hospitals of the Jefferson Health System, in Philadelphia. Finally, his dermatology residency was completed at the Western University of Health Sciences, in Arizona. Dr. Smith specializes in all areas of medical, surgical and cosmetic dermatology. In his free time, he likes to spend time with his wife and four kids. ■

For more information, or to make an appointment with Dr. Sam Smith, call (480) 999-0049. His office is at Red Mountain Medical Plaza, located at 8035 E. Brown Road, Building 4.



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If you are starving, but have no time to sit down and eat, or you just want to crash at home with a great meal you don't have to cook, Las Sendas Patio and Grille has the solution. The restaurant is now offering a full take-out menu with convenient priority parking just for to go customers. Check out lassendas.com for the menu, or pick one up on your next visit.

In addition to our new takeout service, the Patio and Grille is now featuring a special brunch menu every Saturday and Sunday, from 7 a.m. to 3 p.m., with lots of new and delicious breakfast and lunch items to try.

Enjoy nightly live entertainment on our Patio for dinner or just cocktails. As we get nicer weather, the demand for patio seating is higher, so remember that reservations are suggested for dinner, and are available inside or outside. While we will do our best to accommodate all requests, we cannot guarantee a particular table or location for the reservation.



Lunch at the Patio and Grille is a great place to bring your guests, clients, associates, or just friends to enjoy the Valley view's under the shade of our new pergola. We accept reservations of all sizes for breakfast and lunch.

For information, or to make reservations, visit lassendas.com, or call (480) 396-4000. Las Sendas is located at 7555 E. Eagle Crest Drive.



EVERYONE'S INVITED TO CALLAWAY GOLF'S FITTING/DEMO DAY AT THE GOLF SHOP



The Callaway Golf Company will be conducting a *Fitting/Demo Day* at Las Sendas Golf Shop, Thursday, Feb. 7, from 10 a.m. to 2 p.m. Residents, golf club members and non-members, as well as the public, are all welcome to come and check out Callaway's latest offerings.

Make new golfing friends from the Las Sendas community at Ladies' Nine and Wine Thursdays. Non-members are welcome every Thursday for nine holes of golf and wine after your round. Tee-off starts at 2 p.m. and is a non-competitive, fun and friendly game. Cost is \$39 per player, including use of the driving range and a shared golf cart. Call the Golf Shop to sign up.

The Las Sendas Driving Range is open to the public. We offer a *Daily Rate* to practice at our facility. Only \$20 gets you unlimited range balls and use of our putting green, chipping green and sand bunker. Junior golfers, under age 14, get 50 percent off.

Residents who want to play at Las Sendas can visit our website at lassendas.com and scroll down to *Book a Tee Time*. From there, you can choose the

day you want to play and the rate you want to pay, or call the Golf Shop at (480) 396-4000.

Get your Valentine something special at our Valentine's Month Sale, with all women's and men's apparel at 20 percent off. Consider Las Sendas Golf Shop your community place to shop.



LAS SENDAS GOLF CLUB OFFERS FREE GOLF FOR FAMILIES

If one of your New Year's resolutions is to get more exercise and spend more time with the family, you can do both by joining the Las Sendas Golf Club Family Membership.

Your spouse and your children, ages 14 and younger, can play free golf after 3 p.m., seven days a week, and after noontime in the summer months.

Las Sendas Golf Club understands that the reason most young families do not join golf clubs is because it is too expensive. Young children can only play a few holes, and maybe your spouse doesn't play enough golf to justify paying dues. So, an affordable Family Membership can be the answer for you and your family.

All principle members are eligible to take advantage of this amazing offer. Please contact Wayne McBean for membership information on how to sign up for the Family Membership.



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For all membership inquiries, contact Wayne McBean at (480) 396-4000, ext. 201, or send an email to wmcbean@lassendas.com.

THE VISTAS PAVILION AT LAS SENDAS OFFERS SUMMER SUNSET SPECIAL WEDDING PACKAGE

Book your wedding in the months of June, July, August or September. The Vistas Pavilion will host your Summer Sunset Wedding ceremony, reception and a gourmet plated or buffet dinner for up to 100 guests. The cost is only \$5,999.

Our professional staff will assist in handling all the details for your perfect day. For more information, contact Jess Miller at jessmiller@lassendas.com, or call (480) 396-4000, ext. 227.

A 22 percent service charge and applicable sales tax will be added to all food and beverage invoices. Prices are subject to change and are guaranteed 90 days prior to the event.



EVENT

Poston Showcases New Schedule, ELECTIVES AT OPEN HOUSE

By Sara Anderson

Prospective junior high school students will explore classroom, performance, club and sports opportunities at Poston Junior High School's *Peek at Poston* open house on Thursday, Feb. 7, from 6 to 8 p.m.

A new schedule for the upcoming school year gives students more options than they have had in the past.

According to principal Michael Rapier, Poston will switch to a seven-period day, and will move away from the block schedule starting in 2019-2020. This seven-period day will give students an additional class period to experiment with something new in courses like Future Chefs, or Automation and Robotics, and still have time for traditional, yearlong electives, such as Spanish and Performing Arts.

The open house gives incoming seventh-graders the opportunity to get a taste of the wide variety of those course options before enrollment begins. They will be able to sample food from the Family and Consumer Sciences classes and see Poston's Design and Modeling students demonstrate using a 3D printer to produce something they designed.

They also will hear the school's advanced orchestra, the concert band, and the advanced girls' choir Bella Voce perform throughout the evening. And they will be able to talk to students who participated in the Close Up trip to Washington, D.C., and in this year's school musical *Beauty and the Beast*.

School counselors, administrators and teachers will engage the students with interactive computer games, historical costumes, contests and prizes.

Representatives from National Academic League, Art Club, Chess Club, Yearbook Club and National Junior Honor Society will be answering their questions.

Students also will have the chance to talk with coaches of the sports teams at Poston. At last year's open house, Jack Anderson talked to the cross-country coaches about joining the team. This year, as a seventh-grader on the cross-country team, he will be one of the students recruiting and answering questions.

One student who wants to find out more about sports at Poston is Lauren Keeler, a sixth-grader at Hale Elementary School. She is hoping to find out more about the soccer and volleyball teams. She also is interested in music and drama classes. Her brother, Brayden, now in eighth grade at Poston, will be playing with the orchestra at the open house. Lauren will be listening, trying to decide between choir and orchestra. With an extra class period in the schedule for next year, maybe she can do both.

Approximately 600 students and their families are expected to take a *Peek at Poston* this year. Fiiz Drink Truck and Jimbo's Dog'n It Cart will be serving food on the basketball court, starting at 5:30 p.m., and the open house will begin at 6 p.m., in the auditorium. ■



Family and Consumer Sciences teacher Jennifer Harding and Natalie Stover, Grace Calle and Ashley Terron Robles.

COMMUNITY

Mesa Citizens of the Year Announced

Submitted by Mike Hutchinson
Mesa Citizen of the Year Association

Members of the Mesa Citizen of the Year Association have chosen Mesa's 2018 Citizens of the Year, with Ruth Collins selected as Woman of the Year, and Steve West as Man of the Year.

Ruth is a lifelong resident of Mesa who has been active in community volunteer activities for many years. She is the daughter of Ross and Anita Farnsworth, who served the Mesa community in significant ways and instilled in their large family a great desire to volunteer and help those in need.

For many years, Ruth was an active participant in her family's community activities, as well as school and church volunteer duties. Ruth was impacted deeply when she learned that many school children did not have access to food on the weekends. She decided to try to remedy this serious problem, in 2008, by starting a nonprofit organization called Arizona Brainfood. This program provides weekend food packets for school children in need.

As one of the individuals who recommended Ruth for this award stated, "The spirit of service displayed by Ruth Collins is the spirit of Mesa—taking care of those in need."

Steve West is a well-known civic leader, community volunteer and attorney.



Ruth Collins

He has served on a wide array of community nonprofit boards. The following is a partial listing of some of those boards: Mesa United Way Grand Canyon Council, Boy Scouts of America, The East Valley Partnership, Mesa Boys and Girls Club and Visit Mesa.

One notable example of his volunteer service was his work as the co-chair for the 2010-11 Mesa United Way annual campaign. Although Mesa was still feeling the serious effects of the Great Recession, the campaign met its goal.

As his nominator stated, "I have been significantly impressed with Steve's service and commitment to Mesa. He has an inspiring history of service to the community."

The Mesa Citizen of the Year Association is one of the oldest groups of its kind in the State of Arizona. Founded in 1935, the organization annually selects two individuals in the community who have dedicated a significant amount of time to volunteer activities.

This year's award recipients will be honored at the Association's annual banquet on Tuesday, Feb. 19, at the Hilton Phoenix/Mesa. This community celebration of volunteerism will begin with a reception at 5:30 p.m., followed by dinner. To purchase banquet tickets, please visit mesacitizenoftheyear.com, or contact Deborah Elliot at debnesell@cox.net, or (480) 969-2731. ■



Steve West



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REAL ESTATE

BE INFORMED ABOUT ALTERNATIVE WAYS TO SELL YOUR HOME

By Lorraine Ryall
Associate Broker, CDPE,
CSSN
KOR Properties



Recently, I had the pleasure of doing my first public speaking engagement at the Retired Employees City of Mesa (RECOM) meeting.

One of the topics we discussed was the pros and cons of selling your home to the Internet buyers known as iBuyers instead of doing a traditional sale. It was a very interesting meeting and a topic I thought would be helpful to everyone, whether you are considering using an iBuyer or just curious about how it works. This topic raised a lot of questions, so I thought it would be a good topic for this month's article.

WHAT IS AN IBUYER?

An iBuyer is an online company, such as Opendoor, Offerpad and Zillow. They will send you an offer to purchase your home via email within minutes (or days), sight unseen, based on their valuation model and the information you provided them.

BENEFITS OF SELLING YOUR HOME TO AN IBUYER

- You can sell quickly.
- There are no showings.
- You don't need to get your home show ready.
- You don't have to do any repairs (but you will pay for them).
- Sell on your schedule—choose when you close.

NEGATIVES TO SELLING YOUR HOME TO AN IBUYER

- The purchase price will be well below market value.
- Service fees are higher than the traditional Realtor commissions.
- The cost often is much higher for repairs than a traditional sale.
- Communication may be harder with an iBuyer, especially on evenings and weekends.

WHAT THEY CLAIM AND WHAT IT REALLY MEANS

iBuyers claim there are *hidden costs* you have to pay on a traditional sale that they avoid, such as:

- **Realtor Fees:** This is true. You don't pay Realtor fees. However, they will charge you a service fee (I have seen as much as 9 percent).
- **Closing Costs (1 percent):** You as a seller will have to pay closing costs no matter to whom you sell. In some instances, iBuyers will ask you to pay for buyers closing costs as well, which is not traditional.
- **Risk of Low Appraisal:** The reason you don't have to worry about a low appraisal on an iBuyer sale is not because they don't do appraisals, but because their purchase price is always way under the market value.
- **Staging and Home Preparation (1 percent):** While it is true you will want to declutter and get your home ready to show, it's very rare sellers spend money on home staging. Usually, the seller can use items they already have, and decluttering and rearrange furniture is all that is needed, at no additional cost.
If your home needs painting, iBuyers will charge you the cost to repaint in the repairs demand, which will reduce the net price. In a traditional sale, you may not have to paint your home, but if you do, you can usually recoup the cost in the sales price.
- **Seller Concessions (1.5 percent to 2 percent):** Some buyers ask for the seller to contribute to the buyer's closing cost. This will be part of the negotiation of the contract, and closing costs are included in the purchase price. So, the net to the seller does not change. Closing costs really don't make any difference to the seller's net proceeds.
- **Repair Costs:** On a traditional sale, this is another negotiation, and a buyer might ask for only a few items to be repaired. With an iBuyer, they will do an inspection and give you a list of all the items they want you to repair, or they will charge you a set fee for these repairs. This usually is a lot higher than repairs in a traditional sale.
- **Home Ownership and Overlap Costs (1 percent):** This is a fee they claim is for the cost of housing during transition. However, a lot of sales are done

simultaneously nowadays, so there is no transition period. If there is, it's usually just a few days, but even if a short-term rental were needed, it still would be far less expensive than all the fees and lower price.

You would think technology would bring down costs, not increase them. Remember, though, these buyers are investors, not traditional buyers. They have to add on all the fees and pay way under market value so they can flip the home and make money.

We asked Opendoor, Offerpad and Zillow to give an offer to purchase one of our properties. The same information was given to all three iBuyers.

I ran the comps and estimated the home value as \$440,000, but was conservative with a sales price of \$420,000. Here is a chart showing the offer price and fees from each company.

	Zillow	Opendoor	Offerpad	Traditional
Sale Price	\$381,500	\$374,200	\$359,017	\$420,000
Fees	\$34,700	\$33,678	\$26,926	-
Commission	-	-	-	\$25,200
Net to Seller	\$346,800	\$340,522	\$332,091	\$394,800
Difference from a Traditional Sale	(\$48,000) -12%	(\$54,278) -14%	(\$62,709) -16%	

As you can see, by choosing an iBuyer, the seller would lose between \$48,000 and \$62,000 over a traditional sale.

Selling to iBuyers may be a great option for some sellers. It allows for convenience and a quick sale. For sellers looking to maximize the proceeds from the sale of their home, iBuyers probably aren't the best choice for you.

If you are thinking of selling your home, please contact me and I would be happy to do a detailed analysis of the cost of selling your home and a true market value. ■

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

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|| SPIRITUALITY

VALENTINE’S DAY

Has a Rich History in Christianity

By Pastor Paul Frank
Hosanna Lutheran Church

Celebrating love on Valentine’s Day is what I love to do, but maybe you don’t know there really was a Christian Saint named Valentine, and many actually were named after the original.

Valentine lived in the late 200s in Italy. History swirls a lot of legend into it, but here are a few things traditionally believed about Valentine. He was a bishop when Christianity was illegal and persecuted. He was jailed for preaching of Jesus Christ, teaching that Jesus was God in flesh and blood, an offense to the Roman emperor who demanded that all worship only him. But Valentine preached of the Love of God through Christ.

During his confinement, Valentine shared Christ with the judge. The judge tested this God of the Christians by bringing his blind daughter to Valentine and demanding that he heal her. Valentine prayed and the girl was healed.

Valentine told the judge to remove all his idols, fast for three days and be baptized in the name of Jesus Christ. The judge did so, and, after three days, his entire household, 40 people in all, were baptized. Valentine was freed, and he continued to correspond with the girl he had healed.

He also continued to perform marriages for Christians, an illegal practice. But he believed in love, and brought God’s blessing to couples seeking marriage. He

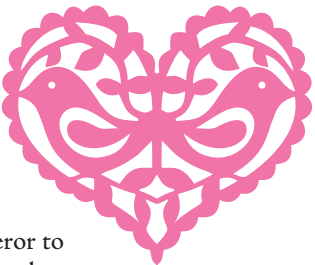
was arrested and taken to Rome to appear before Emperor Claudius II. He sought to convert the emperor to Christ and for that he was sentenced to death.

Before his execution, he left a final note for the girl healed of blindness, urging her to carry the love of Christ into the world. He signed the note *Your Valentine*. He was killed on Feb. 14, 269 AD or 273 AD, depending on the historian you read.

No one can say how much of the legend is true. But the Christian church established a day to commemorate the faith of St. Valentine in 496 AD, honoring his commitment to Christ and to sharing the love of God. He urged us to love one another as Christ had loved us.

Valentine proclaimed this from 1 John 4:7-9, “Dear friends, let us love one another, for love comes from God. Everyone who loves has been born of God and knows God. Whoever does not love does not know God, because God is love. This is how God showed His love among us: He sent his one and only Son into the world that we might live through Him.” ■

We celebrate this love always here at Hosanna Lutheran Church, located at 9601 E. Brown Road. Come join us this week and always.



|| Real Estate

In The Groves

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**Groves Area
Market Report**

Sales over \$315,000 for the
Month of December 2018



John Karadsheh

Address	Square Feet	Community	Sold Price
5839 E. Jensen St.	2,031	Alta Mesa	\$319,900
5034 E. Glencove St.	1,972	Copper Crest	\$323,850
2625 E. Nance St.	2,034	Pacific Palms	\$324,000
5048 E. Adobe St.	2,652	Adobe Lane	\$339,000
5837 E. Inglewood St.	2,707	Alta Mesa	\$350,000
2239 E. Leonora St.	3,532	Citrus del Ray	\$390,000
4506 E. Fairfield St.	2,776	Cosmo's Acres	\$392,000
2663 N. Roca Ave.	2,732	Vista Mesa	\$399,999
2331 E. Jensen St.	2,824	Hy-Den Place	\$450,000
4310 E. Encanto St.	2,590	Montecito	\$455,000
4322 E. Encanto St.	2,834	Montecito	\$460,000
4058 E. Greenway Cir.	3,295	Estate Groves	\$470,500
2658 E. Preston St.	2,479	Lehi Crossing	\$497,500
3729 E. Ellis St.	3,339	Trovita Estates	\$505,000
1741 N. Chestnut Cir.	3,868	Hy-Den Place	\$525,000
2056 E. Norcroft St.	4,041	Hermosa Vista	\$587,500
3319 E. Fairbrook	3,420	Groves	\$595,000
4222 E. Brown Rd., #13	5,826	Villa Sendero	\$630,000
3411 E. Fountain St.	6,538	Groves	\$645,000
3540 E. Menlo Cir.	3,568	Hermosa Groves North	\$645,000
3845 E. Ivy St.	5,333	Groves	\$807,500
3339 E. Kenwood St.	3,719	The Estates at Thirty-Second	\$851,110
3452 E. Jaeger Cir.	5,591	Arboleda	\$1,000,000
4132 E. Norcroft Cir.	4,565	Estates on McDowell	\$1,218,319
4150 E. Norcroft Cir.	4,565	Estates on McDowell	\$1,473,573
2605 N. Val Vista Dr.	10,076	County Island	\$3,250,000

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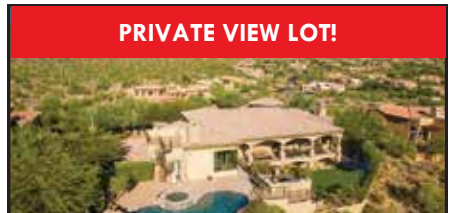
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HEALTH

Joint Replacement Is Recommended When Painful Symptoms Cannot Be Alleviated

By Garrett Johnson PT, DPT
Spooner Physical Therapy

Many people struggle with joint pain throughout their lives, and this can be caused by many factors, but one of the most common causes of pain is arthritis.

Arthritis is a type of joint degeneration whereby the protective cushion of the joint wears away, either due to repetitive use or due to an accident or injury. When this occurs, the joint will begin to grind, bone on bone, causing inflammation and painful symptoms in the joint.

The most common joints affected by this are the knees and the hips, although other areas of the body also can experience the same type of effects. Knee and hip pain eventually may require joint replacement surgery.

Joint replacement surgery is a type of orthopedic surgery in which a dysfunctional joint surface that has been damaged is replaced with an artificial surface. A physician typically recommends this when other treatments have not been successful in alleviating symptoms.

Other treatments could include activity modification, medications or injections. It is likely that with the other treatments you would see a physical therapist to attempt to improve the function of the joint, as well. If these treatments were ineffective, a replacement surgery would likely be recommended.

Following any surgery, you are likely to experience post operative pain, swelling and some limitations in your ability to complete activities, such as walking,



running or moving your leg due to these symptoms. Typically, these are temporary symptoms, and will begin to improve within a few weeks of your surgical date.

The use of ice to help control pain and swelling, as well as exercises given at the hospital, will be integral to your recovery over the first few days. Your surgeon most likely will refer you to physical therapy, whether in a home-based environment or to an outpatient clinic.

During physical therapy, you will complete exercises designed to improve your strength and mobility, improve your ability to walk independently, and reduce swelling and painful symptoms. Most importantly, the goal of the surgery and therapy is to get you back to doing the activities you love, and with less pain than you had prior to the surgery. Many people are able to return to hiking, biking, swimming, tennis and many other activities that are very important to their well-being. ■

Spooner Physical Therapy, in North Mesa, is located at 6824 E. Brown Road. To learn more, call (480) 924-5514, or visit spoonerpt.com/locations/north-mesa.

LOCAL BUSINESS

Choose Your Words and Actions Carefully AFTER YOUR PARENT'S DEMENTIA DIAGNOSIS

Submitted by Home Care Assistance

Your loved one just heard three difficult words, "You have dementia." Then, your head starts swirling with a million questions.

"Why did this happen to my dad?" "What could we have done to stop it?" "What should I say—or not say—to my loved one?" Suddenly, you are a caregiver. Now what?

While it's going to be challenging for you, it's far worse for the person with dementia. If the condition isn't very advanced, your loved one may be fully aware—and totally distraught.

SIX WAYS TO FIND THE RIGHT WORDS TO SAY

1. Get prepared

As your parent goes through the process of receiving a diagnosis, make sure to educate yourself and reflect on how you can best support him.

2. Make sure your loved one knows you have a plan to help

Reassure your loved one that there are many things you can do together to help him live his best possible life.

3. Tone of voice

Slow down, leave pauses between each sentence, speak simply and never raise your voice. Keep things conversational.



Always be respectful. Always include your loved one in the conversation.

4. Say what you need to say... kindly Don't bombard your parent with questions. Cover one thought or idea at a time and give him time to respond.

5. Listen for the meaning behind the words Feeling misunderstood is a very frustrating aspect of dementia.

Become an active listener and provide encouragement. Give the person the time needed to express himself.

6. One more thing to touch on

Body language and physical contact are extremely important for all of us. When dealing with the grief that accompanies a dementia diagnosis, physical contact may be able to convey more than words ever could. A hug, the touch of a hand or simply sitting in the same room together can make it clear to your loved one that you will be there for him.

Call us if you need support caring for a loved one. Our trained caregivers can provide support to fit your schedule and provide you with peace of mind. We understand aging, and we can help your loved one age in a healthy manner. Caregivers at Home Care Assistance are available for daily and hourly respite care for your loved one to help you protect your health and focus on yourself. ■

Contact Certified Dementia Practitioner Amanda Butas, your Mesa client care manager, at (480) 699-4899 to see how our caregivers can help your loved one thrive. You also can visit us at our office next to Bed Bath and Beyond, on Power and McKellips roads, at 2031 N. Power Road, Suite 103.

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LOCAL BUSINESS

KNOW BEFORE YOU THROW

By Jon Englund

What's that I see twinkling in the distance? Why, it looks like some Four Peaks Amethyst crystals sparkling on the Southern horizon.

Yes, it's that time of year again when the City of Tucson plays host to the famed Tucson Gem Show.

From late January to mid-February, Tucson is home to more than 40 individual trade shows devoted to the gem and mineral trade. One of the largest and most prestigious gem shows in the world, the renowned Tucson Gem and Mineral Show dates back to 1955. It attracts more than 1,300 vendors from 49 states and 32 countries.

The additional shows developed in the ensuing years have contributed another 2,700 vendors to the mix. From fossils to fine jewelry, and gems to geodes, there's certainly something to feed everyone's inner rock hound.

Most of the shows, including the original Tucson Gem and Mineral Show, are open to the public, while some shows are open only to those with a qualified business license and industry credentials.

Some of the show's highlights spotted last year included a 1-carat Natural Blue Diamond, valued at \$150,000, a 6-carat Paraiba Tourmaline and Diamond ring valued at \$140,000, and a 14-foot-tall Amethyst cathedral that was so heavy a forklift was required to move it.



Jon Englund and Donna Luger

While you may or may not have an interest in gems and minerals, you might have acquired or inherited some gems or minerals, or even an interesting collection that has appreciated in value. It's always a good idea to have a trained eye take a look at your treasure, so you can *Know Before You Throw* (or sell). So, what's in your rock garden? ■

Jon Englund has more than 30 years of experience in appraising and liquidating personal property, jewelry, art, collectibles, antiques, furniture, printed items and more, as well as more than 15 years of experience in real estate. A Midwest transplant, Jon trained at New York University in appraisal studies.

Donna Luger has assisted during that time, and is a veteran Associate Broker and Realtor with HomeSmart Realty—Elite Group.

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



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FINANCES

SMALL BUSINESS PLANNING CAN ENSURE SUCCESS

Submitted by Matt Watson
State Farm

Have a brilliant idea for a product or service that you're sure the world needs?

You're not alone. More than 500,000 entrepreneurs take the plunge every month, according to the Kauffman startup index.

What that means is that there are lots of great ideas, lots of motivated individuals — and lots of competition. In fact, just 20 percent of new businesses survive their first year, and only one-third of those still exist after 10 years, according to the Bureau of Labor Statistics.

In it for the long haul? Then use these five strategic planning tips to help cement your chances of success.

STEP 1: MAKE IT OFFICIAL

Every state establishes different rules and regulations regarding business setup and operation. The choice you make will also affect other small business concerns such as tax liabilities. Before you decide what's best for you, consult both your legal and tax advisors.

In addition, the specific industry you're in may require a license from federal, state, or local entities. Finally, professional memberships or associations may offer additional training, networking, or promotion possibilities. A good resource? The Small Business Administration website.

STEP 2: BUILD A NETWORK

Business people who have survived — and thrived — are often not only willing to listen but also offer support and insight. And those individuals don't have to be in the same field; they've likely been affected by some of the same pressures, such as finding and keeping employees and market fluctuations, that will impact your business. Build your network and seek out the eyes and ears of those who can help you avoid stumbles.



STEP 3: FIND SUPPORT

If you are a woman, service-disabled veteran, or member of a socially or economically disabled group, there may be programs that aim to assist you in qualifying for contracts or obtaining funding. There's also assistance for businesses located in both urban and rural communities in what are known as historically underutilized business zones. For more information, check out the U.S. Small Business Administration website.

STEP 4: ESTABLISH BOUNDARIES

It may be tempting to use personal funds, especially for startup costs. But as you begin your small business planning, it's best to slowly create a separate business fund that is, for example, accumulated from side work. In addition, set up a business bank account, business credit card, and separate record keeping from your own personal assets.

STEP 5: PROTECT WHAT YOU CAN, WHEN YOU CAN

For many small-shop businesses, sick days and vacation days can end up disrupting the normal flow of business. What happens to your business if you suffer a critical injury or develop a serious chronic illness? In addition to health and life insurance, disability insurance may help round out a business financial plan to protect your income. A business insurance policy may also be used to help cover the costs of possible liability claims. ■



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COMMUNITY

COUNTRY CLUB DEBUTS
Trial Membership, Affordable Event Options

By Jamie Killin

Red Mountain Ranch Country Club is inviting the community to experience its beautiful Pete Dye golf course with its one-year Trial Golf Membership, which includes unlimited access to 18 championship holes with fantastic elevations and contours, as well as the course's breathtaking panoramic views. In addition, the membership includes amenities such as unlimited golf cart use, access to the driving range and practice facilities, and a fitness center. At the fitness center, guests will enjoy daily classes led by Stephana Doumenti-Kirts, a junior Olympic pool and spa, as well as access to tennis courts, tennis leagues and pickle ball, led by tennis pro Ray Kheshvadjian.

The Red Mountain Ranch Country Club is also offering two new membership options—the Junior Membership, for those 45 years old or younger; and weekday golf, for those who want to play Monday through Thursday.

Red Mountain Ranch Country Club also offers a variety of additional memberships to meet everyone's needs.

"One of the best features of belonging to Red Mountain Ranch Country Club is the family atmosphere, where you

can make lifelong friendships," said Red Mountain Ranch Country Club's Director of Sales Lorie Davis.

In addition to memberships and golf opportunities, Red Mountain Ranch Country Club is the perfect venue for weddings and other special events. Its impressive Overlook Room provides parties with a panoramic view of the Valley's city lights and amazing Arizona sunsets, as well as a wraparound patio and full-size dance floor.

Red Mountain Ranch Country Club also can cater events with delicious food made directly from the Overlook kitchen, making event planning easy.

This year, the Country Club is also offering wedding specials to provide brides-to-be and grooms-to-be with the wedding of their dreams for an affordable price. A number of benefits are included, such as wedding coordinator, wedding rehearsal, and a bride and groom get ready room, complete with complimentary cheese, crackers and champagne. Also included are the wedding ceremony, wedding arches, chairs, water station, all setups, reception room, upgraded linens, house centerpiece, dinner buffet, champagne toast and cash bar.

If you want to have a complete wedding with our special, you also can add the wedding cake, florist, DJ, photographer and hosted bar to help you have a stress-free wedding. ■

Red Mountain Ranch Country Club is located at 6425 E. Teton Circle, in Mesa. To learn more about memberships, golf and event specials, contact Lorie Davis at (480) 396-7503.



COMMUNITY

District 5 Offers Health and Wellness Activities and Spring Training Fun

Submitted by Councilmember David Luna

February promises to be an exciting month for the City of Mesa, with health and wellness activities and professional sports.

HEART YOUR HEALTH

It is my thrill to host the *Heart Your Health and Wellness Expo* at the Red Mountain Multigenerational Center, 7550 E. Adobe St., on Saturday, Feb. 9, from 8 a.m. to noon.

The center will be available for residents to enjoy free classes and activities on how to live a healthy lifestyle while enjoying a nutritious breakfast. What a great way to spend a Saturday morning. This event is a wonderful opportunity to interact with your neighbors and to learn tips on how to live healthy.

For more information, contact City Council Assistant Isaias Garcia Romero at (480) 644-6799, or at isaias.garcia@mesaaz.gov.

MESA-PHX MARATHON

Saturday, Feb. 9, will be an exhilarating day, as Mesa will also play host to the Mesa-PHX Marathon. The course will be designed to accommodate three races within the same route. Registration is still open for the 10K, half marathon or the full 26.2-mile run. You can register online at thephoenixmarathon.com.

Please note that the marathon will impact traffic throughout various streets in District 5. Please find route information at gis.mesaaz.gov/mesamarathon.com.



SPRING TRAINING

Swing, batter, swing. Mesa is home to two spring training teams—the Chicago Cubs and the Oakland A's.

The Oakland A's will play host to the Seattle Mariners at Hohokam Stadium as they open their Spring Training season on Feb. 21. You can find additional information and their full schedule at mlb.com/athletics/schedule/2019-02.

The Chicago Cubs will play host to the Milwaukee Brewers at Sloan Park as the team opens its Spring Training season on Feb. 23. You can find additional information and the team's full schedule at mlb.com/cubs/sloan-park/schedule.

MOVIE AT THE PARK

UconnectMesa Pop-Up! and Ride-in-Movies at the Park invite you to bring your blankets while they supply the popcorn. Moviegoers are encouraged to walk or bike to the movie (bring your helmets and bike lights) on Saturday, Feb. 23, at 6:45 p.m. at Red Mountain Park for a viewing of *The Incredibles 2*. Additional information can be found at mesaaz.gov/residents/transportation/bike-pedestrian. ■

I look forward to seeing you at one or two of these events. If I can be of service to you, or you wish to speak with me, I can be reached via email at district5@mesaaz.gov, or by phone at (480) 644-3771.

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FINANCES

How Should You Respond TO WILD SWINGS in Financial Markets?



Submitted by Brent D. Hoskinson and Linda Drake

What's going on with the financial markets? Specifically, what's behind the price drops we've seen in recent weeks? And, just as important, how should you, as an individual investor, respond?

To begin with, this latest volatility may be due to a variety of factors, including rising interest rates, tariffs and trade concerns, and the anticipation of somewhat slower economic growth.

But rather than stressing out over these developments, try to focus on what you can control.

For starters, maintain realistic expectations. Over the past several years, we've enjoyed unusually high market returns, but they may be headed back to more normal levels.

Next, review your mix of investments. If the market's volatility makes you nervous, you may need to adjust your portfolio to reduce its risk level. Keep in mind, though, that you will always need some growth-oriented investments to help you make progress toward your goals.

Most of all, try to overlook the market's day-to-day movements. Instead, follow a long-term investment strategy – it will be less stressful and more productive. ■

This article was written by Edward Jones for use by your local Edward Jones Financial Advisor.



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LOCAL BUSINESS

New Franchise Provides Clean, Easy and High-Quality Drywall Repair

By Jamie Killin

Whether it's a hole in the wall caused by playful roughhousing, a stress crack or damage from a plumbing leak, drywall damage happens, leaving behind unsightly blemishes that depreciate your home value.

While filling a hole or a crack on your own may seem easy enough, the reality is completing a repair that leaves your wall looking new is much more difficult to accomplish.

Now, having your drywall repaired is easier than ever, with the newly opened PatchMaster franchise covering Mesa and Gilbert. PatchMaster, which services the East Valley, only does drywall repair, ensuring that your once damaged wall looks good as new.



"This is all we do every day, so our guys show up to the job ready and know how to match the texture," said owner Greg Evans. "What it really comes down to with drywall is it's not that hard to install. What's really difficult is to match the texture on a wall and blend the new patch into that drywall."

In fact, much of PatchMaster's business is re-doing previous patch repairs to improve the look of the wall and match the texture for a seamless finish.

"We have great ratings, success and happy customers who say, 'That's impressive. I wish I would have hired you the first time,'" said Greg.

Not only do customers enjoy the beautiful look of properly repaired drywall, it's also beneficial for those trying to sell their homes. Many potential buyers can

be uneasy when seeing poorly repaired drywall.

"If you see a house that's nice and clean and someone can walk in and say, 'This is 100 percent ready and I can move into it,' that's very different than if you see a couple spots that you can tell have been patched and they have some bumps," said Greg. "Your eye is drawn to that."

Not only does PatchMaster ensure quality craftsmanship with its team of licensed contractors, it also puts high priority on ease, cleanliness and customer service.

"We try to be customer-oriented and go out of our way to make sure customers are happy and work with them to figure out the best options for them," Greg said.

PatchMaster contractors take special care to leave the repaired wall as it was before the damage. Specifically, they leave behind an impeccably fixed wall with no mess and no hassle. ■

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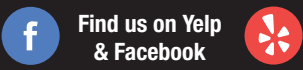
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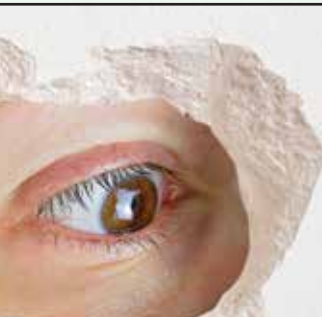
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