

# VALLEJO BUSINESS

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Mayor Osby Davis announces the prize winners at the 12<sup>th</sup> Annual Great Vallejo Ducky Derby on July 4th, with the able assistance of Ducky Derby Committee Member Tony Shannon.

## 12th Annual Ducky Derby Delivers Many Winners

The 12th Annual Great Vallejo Ducky Derby once again drew hundreds to the waterfront on a bright and sunny July 4th afternoon.

The lucky prize winners were: Lisa Cox of Fairfield, who won first prize, a brand new 2008 Chevy Aveo from Team Superstores;

Jacob Rushing of Vacaville, who won second prize, a \$2,500 savings account from US Bank;

And Eisa Nafarrete of Vallejo, who won third prize, a Six Flags Discovery Kingdom Experience for Four.

Everyone who purchased Ducky Derby tickets, sold Ducky Derby tickets, and/or helped organize the Great Vallejo Ducky Derby event were winners as well. That is because the Vallejo Rotary Club and the Vallejo Chamber of


Commerce raised over \$30,000 in their efforts to provide dictionaries for every third-grade student in Vallejo.

The Vallejo Chamber and the Vallejo Rotary would like to thank the following organizations for their support of the 12th Annual Great Vallejo Ducky Derby:

### Prize Sponsors

Team Superstores, US Bank, and Six Flags Discovery Kingdom

### Contributing Sponsors


Minuteman Press, Georgia House Graphics, The Vallejo Dream Center, Cooper Crane & Rigging, Morgan Alarm, Miro Salazar, Shawn Miller, Vallejo Garbage Service, Western Dock Enterprises, Klimisch's Inc., M Technologies, and Skyview Memorial Lawn. 

## City Council Appoints Chamber Board Member Wanda Chihak

On Wednesday, June 25th, the Vallejo City Council agreed with the Chamber of Commerce's recommendation and appointed Chamber Board Member Wanda Chihak to the Planning Commission.

"The Vallejo Chamber is most interested in ensuring that the Planning Commission has members that are committed to responsible business growth and development," explained Freda Dill, Vallejo Chamber Board Chair. "We are extremely pleased that the City Council agreed with our endorsement of Wanda Chihak as a new planning commissioner. Wanda has a keen understanding of large-scale developments, redevelopment and smaller projects as well. We are confident that she will be an outstanding Planning Commissioner."

Wanda has extensive commercial and residential development experience, having worked in the real estate development industry for the past thirty years. She is extremely well-versed in the dynamics of major development and redevelopment projects, and is committed to working to develop and attract high-quality jobs and new businesses to Vallejo. Lori Reece Brown was appointed to fill the other vacancy on the commission.

Commissioner Chihak will serve a four-year term on the Planning Commission, which is appointed to make decisions or recommendations on land use issues. Current Planning Commissioners include Kent Peterman (Chair), Gail Manning (Vice Chair), Norm Turley, Bruce Gourley and Suzanne Harrington-Cole. 

### 2008 PINNACLE CORNERSTONE SPONSORS



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Vallejo, CA 94590  
(707)644-5551  
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REPORT FROM 2008 BOARD CHAIR FREDA DILL

The State of Doing Business in California



The California Chamber of Commerce has unveiled the findings of a recent survey of business executives detailing their attitudes about

the state's economy, business climate, and budget.

The following is a summary of some of the findings:

Advantages to Doing Business in California

Business leaders believe the strongest advantages provided to California businesses are the climate (52%), quality of life (38%), access to large and lucrative markets (37%), and culture of innovation/research and development (25%).

Top Issues Leaders Should Address

California's employers believe the state budget deficit is the most important issue to be addressed by state leaders (33%), followed by the quality of public schools and higher education (24%), economy and job creation (24%), energy and gas prices (23%), and increasing health care costs (19%).

The State Budget

A huge majority (90%) of business leaders believe that the state budget situation is an extremely or very serious issue. Overall, employers see spending as the primary culprit in creating the budget deficit, and spending cuts as the solution, with 73% indicating op-

position to any tax increases and 27% indicating that taxes should be part of the mix.

Coalition Warns of Impacts of Higher Property Taxes

The California Chamber of Commerce and a statewide coalition have launched an effort to educate California opinion leaders and the public about the devastating impacts of increased property taxes.

*California's employers believe the state budget deficit is the most important issue to be addressed by state leaders.*

Californians Against Higher Property Taxes will provide studies, analyses and other information to raise awareness about how higher property taxes, including the "split roll" tax, burden small businesses, consumers, seniors, renters and damage California's economy.

A "split roll" tax seeks to divide the tax treatment of commercial and residential properties by removing Proposition 13 protections from commercial properties, while leaving those protections intact for residential properties.

A "split roll" tax would undermine the intent of the protections cemented in Proposition 13, and

have a negative effect on job-producing operations and the state's well-regarded property tax structure. For more information, visit www.stophigherpropertytaxes.com.

Thanks to the Solano County Fair

If you did not have a chance to attend Vallejo Day (or any other day) at this year's Solano County Fair, you really missed out. I had the pleasure of joining many of my fellow board members and Chamber staff for an outing at the fair – we had a wonderful time at the lunch put on by G.M. Joe Barkett and his staff. The Fairgrounds were in excellent condition, all the rides and the games were loads of fun, and the service was fantastic! I understand that attendance was up this year for the first time in a few years – that's great news and evidence that the Fair is headed in the right direction, and that our community will continue to support this strong tradition in our city.

Support Your Downtown Celebrate Wednesday Nights

Wednesday Night Celebrations are back this summer with live musical performances, a farmers market, food vendors, crafts, classic car displays and children's entertainment. Wednesday Night Celebrations are presented by Vallejo Main Street and run every Wednesday from 4:30 pm until 8:00 pm through the end of August. Attendance is free. ☺

MEMBER BENEFIT SPOTLIGHT

Did you know that you can display brochures, flyers and business cards in the Chamber office if you are a member?

All you need to do is bring 20 business cards, 20 rack cards or brochures and 50 8.5 x11 flyers and staff will ensure that they are displayed prominently.

Space is limited, so make sure that you contact Chamber staff at 644-5551 immediately to take advantage of this great member benefit.

REPORT FROM THE PRESIDENT AND CEO

## Chamber Recommends Comprehensive Approach to City Changes



The Chamber Board of Directors has made a recommendation to Mayor Davis and the City Council to initiate a comprehensive City

of Vallejo Charter review. The Board believes that the time is right for such a Charter review and has proposed that the City Council take action to create a citizen's committee to complete a comprehensive review of the City Charter and recommend changes. Issues such as binding arbitration, the recent mayoral election, and the city's pending Chapter 9 Bankruptcy have highlighted the need for such a review.

Additionally, the Chamber will be submitting to the City Council a list of representatives of the Chamber that we would recommend to be included on the proposed Charter Review Committee. Now more than ever, it is critical that the business community have a strong voice in the future of the city's governance. You will be hearing more about this initiative soon.

In a separate but related issue, the Chamber Board chose not to support the effort to place an initiative on the ballot in Vallejo that would remove binding arbitration from the Vallejo City Charter, as requested by the Committee to Remove Binding Arbitration from the Vallejo Charter; the Board believes that the issue of binding arbitration should be considered as part of a comprehensive City of Vallejo Charter review.

### Shop Vallejo Program Initiative

The Board of Directors and Staff are currently working on the development of a new program, Shop Vallejo 1st. The program will promote the purchase of goods and services from Vallejo-based businesses which create and retain jobs and businesses in Vallejo, and increase tax revenues and other existing taxes and fees for the City's General Fund.

Our future marketing plans include the development of an initial Shop Vallejo 1st web page connected to www.vallejochamber.com, the development of the Shop Vallejo 1st logo and branding, and the development of a complete website dedicated to Shop Vallejo 1st in the next 12-18 months.

A Board subcommittee has been formed to develop and begin the implementation of this program by the end of this year.

**“The Board believes that the time is right for such a Charter review and has proposed that the City Council take action...”**

The main objectives of the program will be:

- Communicate the Benefits of Buying Goods and Services from Vallejo Businesses for Vallejo Businesses, Organizations, Employees and Residents.
- Increase Opportunities for Vallejo Businesses to Increase Business in Vallejo.
- Accelerate In-Town Spending to Attract More Diverse Retail.
- Education of Public as to the percentage of regularly used goods and services available from Vallejo businesses

### Welcome Peter Wilson New Board Member

We are very pleased to welcome our newest Board Member, Peter Wilson, to the Chamber Board of Directors. As Director of Humane Services at the Benicia Vallejo Humane Society, Peter oversees the operation of the intake and adoption of animals, community outreach, development, humane education, and responsible pet guardian education. He also manages a staff of two animal/customer care techs, a volunteer coordinator and an office manager.

Peter has served as a Vallejo Chamber Ambassador since 2003, and is currently serving as Chief Ambassador, a post he also held in 2004. Peter is a member of the Humane Rights Campaign, member of the Humane Society of the United States, and has served as a board member of the Vallejo Naval and Historical Museum since 2003. Peter has been a very active community volunteer since 2000, and we are looking forward to working with him on the Board of Directors.

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MEMBER NEWS

## Lennar Mare Island Building Island Business

Lennar Mare Island, LLC (LMI) announced recently that it signed Alamillo Rebar, Inc., the steel fabrication company that opened for business on Mare Island less than two years ago, to its second lease expansion. With the expansion, Alamillo Rebar will occupy an additional 17,000 square feet of laydown area to fulfill new contracts, making it one of the largest businesses (approx. 67,000 sq. ft.) on Mare Island.

Alamillo Rebar was originally drawn to Mare Island because of its prime location and equipment already located on the premises.

“We are excited to expand our operation on Mare Island – this has been a good move for us,” said Larry Alamillo, President. “LMI has been very easy to work with – they understand our business needs and have been very accommodating.”

Business expansions are only one of the many signs that it is business as usual on Mare Island despite a real estate downturn and recent Chapter 11 filing by LMI. Since the beginning of the year, LMI has signed seven new leases with commercial and industrial tenants, and nine companies have renewed their leases.

In 1997, the City of Vallejo selected Lennar Mare Island as its master developer for the reuse of Mare Island. At the time, the Navy owned the majority of prop-

erty on Mare Island, the Island was off-limits to the public, there was no comprehensive cleanup program in place, and there were no formal agreements between the Navy, the State of California and the City related to the Island’s reuse. Today, as a result of the work done by LMI, the City and the pioneering business community, Mare Island is years ahead of similar military bases that were closed during the same period.



LENNAR  
MARE ISLAND

The Mare Island business community has grown from approximately 20 businesses in 1997, to more than 90 today (a 350% increase).

The number of permanent jobs on the Island has increased from just over 800 in 1997 to more than 2,000 jobs today (a 150% increase), and 2.5 million sq. ft. of commercial space is occupied (a 213% increase). As a federal property, prior to transfer Mare Island did not generate local property taxes, development or utility user fees, and there was no third- or private-party investment. Since transfer, LMI has paid the City of Vallejo more than \$18 million and Mare Island businesses and home builders have generated millions more in fees and taxes.

There has been more than \$300 million invested in Mare Island by third-party investment and more than \$100 million invested by LMI in Island infrastructure. More than half of LMI’s portion of the Island has been cleaned up and is ready for reuse. ☛

## Chamber Partners with New Publisher for 2009 Directory

The Vallejo Chamber is very pleased to be offering an exciting benefit for chamber members. The Chamber has contracted with Chamber Publishing to create the 2009 Business Directory & City Guide. One look at the success of other chamber publications from this publisher (Pleasanton, Palo Alto, Millbrae, San Jose ...the list goes on) and you’ll see that the Chamber is set to have a really valuable tool to promote members and the community. This is going to be a publication held and used by people all over the Vallejo Area.

Don’t miss your chance to be called out in this important piece. Surveys on chamber directories show that they are retained and referred to frequently by newcomers, visitors, established residents and companies. Being a member of the chamber shows that you are a credible business that gives back

to the community. Make sure those doing business and shopping in Vallejo know that about your business.

In addition to the printed directory, there will also be an online version of the guide available to everyone with an internet connection. The print directory will still be an important resource, but the online version will significantly increase the reach of our publication. Both printed and online directories will be distributed for one year. Visit [www.truebluelocal.com/Vallejo](http://www.truebluelocal.com/Vallejo) for more information.

If you’d like information about increasing your visibility through advertising in the directory, contact the publisher, Chamber Publishing: email Linda at [Linda@chamberpublishing.com](mailto:Linda@chamberpublishing.com), call her at (650) 728-7504, or fax a request to (925) 600-9173. ☛

### CONNECTING THE COMMUNITY



Great Vallejo Ducky Derby 1st Prize Winner Lisa Cox with Husband Ben. Lisa won a 2008 Chevy Aveo from Team Superstores.

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MEMBER NEWS

## City of Vallejo Unveils New Business License System

The City of Vallejo is implementing a new business license system that should allow City staff to be more efficient when responding to business owners.

Improvements include:

- New Business Hotline - Established to answer questions from any business owner or potential business owner. You can now call 651-7108 and get answers regarding any questions you might have on business licensing.
- Standardized business classifications – City staff has updated the business classifications to include new business categories and reclassified many outdated categories. This should enable businesses to get more accurate information on their business license fees.



renewals, the new due date for 2008 business license renewal payment is August 30th. This is an additional one (1) month extension to allow business owners to renew their license without late payment penalties

Important Changes to Note:

- New business license numbers have been assigned and will appear on your renewal notices.

Your current business license number will no longer be valid.

- Business license fees may vary from previous years due to standardization of business classifications. This variance is not due to an increase in business license fees.

Please contact the Business License Hotline at 651-7108 if you have any questions. Copies of the City's Business License Ordinance are available on the City of Vallejo website at [www.ci.vallejo.ca.us](http://www.ci.vallejo.ca.us) and at the Commercial Services Office, 1st Floor, City Hall, 555 Santa Clara Street. ☎

Annual renewal notices were mailed on June 30th. Please note that due to the changes and the later than usual mailing date of

## One Man Scramble Golf Tourney Benefits Fighting Back

Play in the most exciting golf tournament in the nation – the 2008 One Man Scramble Local Qualifier, August 9th at Blue Rock Springs Golf Course. The tournament fee is \$75.00 per player and includes green fee, registration, lunch and more. The event is open to all players with an established handicap and winners will advance to the Regional Championship at Silverado Resort.

The local qualifier tournament is an exciting new format that gives each golfer up to two "Mulligans" on each hole. The event is sponsored by Fighting Back Partnership, in collaboration with Vallejo Golf Club, and all proceeds benefit the NCGA Foundation and Fighting Back Partnership. To register or for more information, call 643-8476 or visit [www.onemanscramble.com](http://www.onemanscramble.com). ☎

## Gaia Restaurant is Now Open

You don't have to go far from Gaia Napa Valley Hotel & Spa to experience fine dining. As a matter of fact, you don't have to go anywhere at all.

Gaia Restaurant is now open offering the finest and freshest "Earth Friendly Dining" cuisine. A wide variety of selections include:

Ahi Tuna Tartare, Scallops and Shrimp Spinach Gnocchi, a perfectly prepared New York Strip, or the signature Gaia Burger.

Gaia Restaurant, located at 3600 Broadway in American Canyon, is open for breakfast and dinner. For more information, call 674-2100. ☎

ADVOCACY CORNER

## Chamber Political Advocacy Your Business Advocate

The Chamber Board of Directors has taken the following advocacy positions:

Pending Issues:

1. Recommended Support by the Planning Commission and City Council for the development of Touro University's Heavy Ion Cancer Treatment Center that is proposed for the north end of Mare Island.

*City Action: The City Council approved the development agreement unanimously.*

2. Recommended the Appointment of Wanda Chihak as a new City of Vallejo Planning Commissioner.

*City Action: The City Council appointed Wanda Chihak to the Planning Commission.*

3. Recommended that the City of Vallejo move forward with the planned two-lane reconfiguration and re-striping of the Mare Island/Wichels Causeway.

*City Action: Department of Public Works in communication with CPUC for approval.*

4. Supported the approval of the Third Amendment to the Disposition and Development Agreement between Triad Communities and the City of Vallejo for development in downtown Vallejo.

*City Action: No Action Taken Yet by City Council and Redevelopment Agency*

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**BOARD MEMBER SPOTLIGHT**

**Paul Nannar**  
**Round Table Pizza**



**Board Member Since:** 2007

**Description of Business:**

Round Table continues to serve up great tasting pizzas that customers crave. In fact, the phrase, "The Last Honest Pizza" describes their commitment to quality and authenticity. Round Table rolls their own dough from scratch, adds a fresh blend of three cheeses, and lavishly tops pizzas with only premium meats

and garden fresh vegetables. The company is also known for its unique specialty pizzas. Over the last 10 years, Round Table has introduced more than 30 successful new products, and is considered a pioneer in pizza innovation.

**Description of Job/Duties:**

Owner and Manager of two (2) Round Table Pizzas (4300 Sonoma Boulevard, #100 and 2633 Springs Road) in Vallejo.

**Community Involvement:**

Board Member, Vallejo Rotary; Sponsor, Vallejo Little League and Vallejo Youth Soccer League.

**Personal Information:**

Wife Cammy, two daughters, Happy and Neetor, and one son, Balplit. ☺

**Welcome New Members**

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\*New Members from 6/18/2008 - 7/15/2008

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MEMBER NEWS

CoHP Introduces

In-Home Healthcare Services

Non-medical, in-home healthcare is one of fastest growing fields in the health-care industry. Yet the workers, commonly known as caregivers, do not receive the benefits that they deserve.

Four young men, Jett Mercado, Joel Pastor, Virgel Aquino and Nilo Nunez, all in their mid-twenties, are ready to tackle this deficiency in healthcare.

They conducted extensive research pertaining to non-medical home health care.

Their research revealed the following facts:

- People work for 30-40 years and thereafter, many end up having to go into nursing homes. They do not want to stay in a nursing home; however, there are few alternative services.

Solution: The four young men started a company called Companionship Health Provider, Inc. (CoHP) to offer the community another alternative.

- Family members willing to care for their loved ones at home are often unable to work elsewhere even if the patient only needs non-medical care.

Solution: CoHP offers a respite service (a replacement if the primary care taker is not available) for them to continue their lives to support their family even though they are working.

- Most caregivers work as a contractor to an agency, which

means the agency does not have the authority to supervise the caregivers.

Solution: CoHP only offers the best quality service and best quality care which means CoHP can monitor their employees.

- Caregivers are underpaid and have no benefits.

Solution: CoHP are paying their employees more than the normal wage. Moreover, CoHP offers all employee benefits that will change the non-medical home health care industry.



After nearly a year of research, phone calls, talking to patients and caregivers, and challenging one another to “think outside the box,” the four partners decided to build an organization

that would address the problems outlined above as well as benefit the patient, the caregivers and the community.

Companionship Health Provider, Inc provides Companionship Health Services, Home Health Services, Provider Health Services, Respite Health Services, 12 hours a.m. & p.m., Live-In Health Services, Friendly Assurance Services, and Special Health Services.

For additional information on overlooked problems in non-medical healthcare, please contact Companionship Health Provider at 853-7042 or visit [www.cohealth-provider.com](http://www.cohealth-provider.com).

UPCOMING EVENTS

MEETINGS

Executive Committee	August 5 <sup>th</sup> - noon
Ambassadors	August 5 <sup>th</sup> - 5:30 p.m.
Political Advocacy	August 6 <sup>th</sup> - 9:00 a.m.
Vallejo Business Alliance	August 12 <sup>th</sup> - 9:00 a.m.
Education Roundtable	August 13 <sup>th</sup> - 10:00 a.m.
Economic Development	August 13 <sup>th</sup> - noon
Board of Directors	August 19 <sup>th</sup> - noon
ValNet	Every Wednesday - 1:30 p.m.

AROUND THE CORNER

Vallejo Chamber Business Mixer

Sardine Can

0 Harbor Way

Thursday, August 28<sup>th</sup>

5:30-7:30 p.m.

For an updated listing of all Chamber and Community events please check out [www.vallejochamber.com](http://www.vallejochamber.com)

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## Did You Know...

### Facts About the Month of August

This month was originally named Sextilis in Latin, because it was the sixth month in the ancient Roman calendar, which started in March about 750 BC under Romulus. It became the eighth month either when January and February were added to the beginning of the year by King Numa Pompilius about 700 BC or when those two months were moved from the end to the beginning of the year by the decemvirs about 450 BC. It was renamed in honor of Augustus in 8 BC because several of the most significant events in his rise to power, culminating in the fall of Alexandria, which fell in this month. Lore claims August originally had 29 days in the Roman Republican calendar. Augustus took two days from February and gave it to August when Sextilis was renamed in his honor.

**Flower:** Poppy & Gladiolus

**Birthstone:** Peridot & Sardinyx

**Astrological Signs:**

Leo - July 23-Aug. 22 • Virgo - Aug. 23-Sept. 22

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