



VALLEJO BUSINESS

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Left: Joseph Eisenbrandt, Commute Challenge Coordinator; Dr. Steve Stricker, Physician-in-Chief; Baljinder Manger, Kaiser's Most Outstanding Commuter; and Vallejo Mayor Osby Davis. See story on page 3.
Below: City Councilman Michael Wilson



Chamber Honors Outstanding Businesses and Individuals

The 2009 Vallejo Chamber of Commerce Business of the Year awards were presented to three outstanding member businesses at the Chamber's 135th Installation Event on Friday, January 15th at the Foley Cultural Center.

More than 250 members, community leaders and guests attended the event at which Harrington Chiropractic, Klimisch's Inc. and Island Energy were honored as Businesses of the Year for their creativity, innovation and investment in their business, socially responsible business practices, and commitment to the support of the Vallejo Community.

Ian Kaiser was honored as the New Member of the Year, awarded

to a new member business that has contributed significantly to the Chamber and Community in its first year as a Chamber member. The Vallejo Convention & Visitors Bureau was named the Community Organization Partner of the Year for its efforts in promoting and marketing Vallejo.

A number of special awards were also given out at the evening event: The Athena Award, co-sponsored by the Vallejo Chamber and Avery Greene Motors, went to Kathy Hoffman of Congressman George Miller's Office. The Vallejo Chamber Man of the Year Bud Butler Award was presented to Chamber Board Member Rudy
(continued on page 3)

ValPAC Endorses Wilson For State Assembly

The Vallejo Chamber of Commerce Political Action Committee (ValPAC) has announced its endorsement of Vallejo City Councilman Michael Wilson for the 2010 7th District Assembly Election. Wilson is a local businessman and civic leader, as well as the former Board Chairman of the Vallejo Chamber of Commerce.

"ValPAC is most interested in ensuring that our representative elected officials are experienced community leaders who are committed to responsible business growth and development," explained Freda Dill, ValPAC Board Chair. "ValPAC has endorsed Michael Wilson for this important

state office because he is committed to working to develop business growth and job opportunities for Vallejo and the entire 7th District."

Wilson was elected to the Vallejo City Council in 2007 and has worked to bring fiscal solvency to the administration of the City. Wilson is currently Vice President and Chief Financial Officer at ARC Inc Architects. He is the former Chairman of the City of Vallejo Economic Development Commission and has served Vallejo on various boards and task forces.

If elected, Wilson will fill the seat being vacated by Assemblymember Noreen Evans,
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2010 PINNACLE CORNERSTONE SPONSORS



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www.vallejochamber.com



REPORT FROM INTERIM PRESIDENT AND CEO ANITA HAWKES

Happy New Year, It is Great to be Back



Happy New Year! If I have not yet had the opportunity to meet you, please let me introduce myself.

My name is Anita Hawkes, and I am currently serving as the Interim President and CEO of the Chamber. I worked at the Chamber for five years five years ago and was hired back in November to serve as the Director of Membership and Sponsorship. When Rick Wells accepted his position as the President and CEO of the San Rafael Chamber, I was appointed to serve as the Interim President and CEO while the Board of Directors conducts a comprehensive search for a permanent chief executive.

It is great to be back! As many of you may know, I most recently served as the Executive Director of the Solano Association of Realtors, and before that my primary role at the Chamber was to work with the City of Vallejo to attract, recruit and retain businesses.

In my current role at the Chamber, I am overseeing the day-to-day operations and working closely with the Board to prepare for the 2010 year for the Chamber and its members. Luckily, as we face this transition in the executive role at the Chamber, we have a great staff that remains dedicated to providing our members with the best possible service – Constance

Howard, Jenny Klimisch, Josette Lacey and Lemyrtle Thompson. I would not be able to do my job – any of it – without their incredible support.

Your 2010 Chairman of the Board Jerry Wilkerson and the entire 2010 Board of Directors are moving forward to make sure the Chamber focuses our support and service to helping our member

Chairman Jerry Wilkerson and the entire Board of Directors are moving forward to make sure the Chamber focuses our support and service to helping our member businesses strive in the coming year

businesses strive in the coming year. We will continue our Shop Vallejo First program and our work with the City to retain and attract businesses. We will make sure that you are informed as to all the local, state and federal legislation that could affect your business, and we will continue to be politically active in ensuring that our collective business voice is heard at City Hall, in Sacramento and in Washington, D.C.

Already, in the short time I have been here, we have seen some very positive steps that the Vallejo economy is on the mend. I had the opportunity to attend the Grand Opening of Alstom Transportation's new Railcar Repair Shop on Mare Island, a new business that refurbishes rail cars and may someday build new railcars as well. Board Chairman Jerry Wilkerson, Mayor Davis and the entire City Council was in attendance as was well. Along with past Board Chairs Freda Dill and Verna Mustico, I also was in attendance at the Grand Re-Opening of the new Harbor Freight Tools at the I80/Solano Center. And the entire I80/Solano Center is now being redeveloped. The construction on the new Rite Aid store is just starting, and then a new market, Mi Pueblo, will be constructed after that. This improvement will have a big positive impact on the I80 Corridor as it goes through Vallejo.

I would like to take this opportunity to thank all the returning and new Cornerstone Sponsors for 2010. We greatly appreciate the confidence that you are showing in the Chamber through your investment in our present and future.

To all of our members, thank you as well for your confidence in our mission and in our business community. Without your continued support, we would not be here! ☺

CONNECTING THE COMMUNITY

Interim President/CEO Anita Hawkes and Board Members Verna Mustico and Peter Wilson joined Mayor Osby Davis and City Council members Michael Wislon and Hermie Sunga at the Grand Re-Opening of Harbor Freight Tools at the I-80/Solano Center.



CONTINUED FROM PAGE 1

135th Installation

Manfredi of Medic Ambulance. Marlies Lenigk was named 2009 Vallejo Chamber Ambassador of the Year. 2009 Board Chair Freda Dill presented two Chairman's Awards to past Board Chair Verna Mustico and outgoing Board member Barbara Chavez for their outstanding contributions to the Chamber and the Vallejo community over the past year.

In addition to the presentation of awards, the Chamber installed its 2010 officers at the event. Jerry Wilkerson of Umpqua Bank was sworn in as 2010 Board Chair and Terry Glubka of Sutter Solano Medical Center as the Treasurer. Michael Coan of Favaro Lavezzo Gill Caretti and Heppell is the Divisional Vice Chairman of Political Advocacy, Tom Atwood of Vallejo Insurance Associates is the Vice

Chairman of Economic Development and Peter Wilson of the Benicia Vallejo Humane Society is the Vice Chair of Member Services.

“The Vallejo Chamber would like to thank Kaiser for its tremendous support of this event.”

The chamber's 2010 Board of Directors was also sworn in at the event. Returning board members include: Freda Dill, past Board Chair, US Bank; Clark Blasdel of Suburban Alternatives Land Trust;

John Bustamante, Enterprise Wireless Solutions; Derik Calhoun of Vallejo Transit/MV Transportation; Phil Elfstrom of Skyview Memorial Lawn; Norbert Frost, Law Offices of Norbert Frost; Eric Gilbert of Six Flags Discovery Kingdom; and Tony LoForte, Zio Fraedo's of Vallejo.

New to the Board in 2010 are Kathe Chandler of First Bank; Linda Johnson of Merrill Gardens Vallejo; Rudy Manfredi of Medic Ambulance; Shane McAfee of the Greater Vallejo Recreation District; Kevin Miller of M2 Mail; and Tony Shannon of Miyogi Productions.

Kaiser Permanente was the presenting sponsor of the Chamber's 135th Installation Dinner. The Vallejo Chamber would like to thank Kaiser for its tremendous support of this event. *SD*

Vallejo Employees Meet Commute Challenge

Twenty-four employees from Kaiser Permanente Medical Center in Vallejo were recognized by Vallejo Mayor Osby Davis and Vallejo Chamber of Commerce Interim President and CEO Anita Hawkes as part of the 2009 Solano Commute Challenge.

Kaiser Permanente Medical Center in Vallejo earned the title of "Commute Champion Workplace." Kaiser Vallejo was the leading employer in the city of Vallejo as calculated by the number of employees using alternative transportation methods to commute to work from August to October. Mayor Davis, a member

of the STA Board, thanked Dr. Steve Stricker, Kaiser Permanente Physician-in-Chief, and Joseph Eisenbrandt, Kaiser's On-Site Commute Challenge Coordinator, for their efforts. Baljinder Manger was recognized as Most Outstanding Commuter for using a commute alternative for 60 workdays.

The 3rd Annual Solano Commute Challenge was sponsored by the Solano Transportation Authority (STA) and coordinated by Solano Napa Commuter Information (SNCI) in partnership with large employers and chambers of commerce throughout Solano County. The Commute Challenge

is a targeted outreach campaign for major Solano County employers to encourage employees to use transit, carpool, vanpool, bike, or walk to work at least 30 workdays from August through October

Forty-Three (43) major employers totaling 600+ employees participated in the Challenge in Solano County. More than 360 employees across the County earned the title of Commute Champion, up more than 20% from 2008's total of 300.

Information on SNCI's programs and services can be obtained by calling 1-800-53-KMUTE. *SD*

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REPORT FROM SOLANO COLLEGE SBDC

Financial Projections: Your Crystal Ball into the Future

Many of us wish we had a crystal ball to plan for the future. One tool that can help you plan for the future and reduce uncertainty is a set of thoughtfully developed financial projections.

There are many reasons to do financial projections. If you are starting a new business or planning an expansion of your existing business and will need financing, the bank will typically require financial projections. The financial projections should include a projected income statement, a projected cash flow projection, and a break even analysis.

There are several steps to generating financial projections. The first is to generate a sales forecast. If you are an existing business, you can start with last year's sales and make assumptions for future sales based on expansion plans. If you are a startup, you can research what similar businesses in your industry are doing. A projection is just that - your best educated guess

of what you think you are going to do in sales. It just has to be reasonable. If you are a restaurant with 25 seats and you project doing 150 lunches, that may not be reasonable since you may only be able to turn the seats two or three times.

The sales forecast should also



include what is called your cost of goods sold (COGS). You will need to project what it will cost to deliver or produce each unit or product or service. COGS are your variable costs that vary with the volume of sales. The total sales minus the COGS will then give you your gross profit margin before any operating expenses.

The next step in generating a financial projection is to project the fixed operating expenses.

These are the expenses to keep your doors open that do not vary with sales. This would include rent, utilities, insurance, etc. The gross profit margin minus the operating expenses will then give you your net income or earnings before interest, taxes, depreciation, and amortization (EBITDA).

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After generating your sales forecast and projected income statement, you will then need to generate a cash flow statement. The format for the cash flow statement is typically "cash in" minus "cash out" each month with a cumulative cash balance at the bottom. The cumulative balance at the end of the month is used as the starting cash balance for the following month. The cumulative cash balance is essentially your

bank account.

You can either build financial projections from scratch using a spreadsheet program such as Excel, or you can use an integrated financial projection template that has all the formulas prebuilt to link the sales forecast to the income statement to the cash flow projection so that any changes to one flow through to the whole projection. Once you have such a projection built, it is easy to do a quick break even analysis.

Any business really comes down to the numbers. Doing this exercise up front, can help you avoid unexpected surprises such as not having enough working capital. The Solano College Small Business Development Center can help you generate financial projections for your business. To set up an appointment for free counseling in this area, you can contact the SBDC at (707) 864-3382 or visit www.solanosbdc.org and fill out the online request for services form. ☞

REPORT FROM CHARLES EASON SOLANO COLLEGE SBDC DIRECTOR



Solano College was recently awarded a \$418,000 Green Building Pre-apprenticeship Grant as one of 34 recipients of \$27 million in grants through the California Clean Energy Workforce Training Program. The grant will provide training for veterans, unemployed construction workers, and other individuals to secure clean jobs in weatherization and building retrofit construction, solar installation, green plumbing and energy auditing among others.

Governor Schwarzenegger's California Recovery Task Force,

in collaboration with the Green Collar Jobs Council, the California Energy Commission, the Employment Development Department, the Employment Training Panel and the California Workforce Investment Board, lead a partnership of agencies, organizations, and employers in developing the California Clean Energy Workforce Training Program.

Coupled with a dollar-for-dollar match leveraged from public-private partnerships, the program promotes the use of industry sector strategies for training workers in occupations related to energy efficiency, water efficiency, renewable energy, and alternative and renewable transportation technologies. Program participants will receive

Solano College Receives \$418,000 Green Education Grant

a variety of green-related degrees and certificates such as certified green building professional, home energy rater, certified photovoltaic installer, water/energy auditor, and weatherization specialist/auditor.

The Solano College Green Education Training program will provide 108 hours of training plus five 40-hour specialty classes. For the spring and fall semesters, the college will offer three concurrent classes in Vacaville, Fairfield, and Vallejo. An estimated 60 students per semester will be trained.

Another component of the grant will be to provide entrepreneurial training to participants who are interested in starting a business in the Green Building Industry. The training will be provided by the Solano College Small Business Development Center

which will conduct two NxLevel Entrepreneurial Training Programs and provide one-on-one counseling.

As part of the grant effort, a Green Employer Council will be formed. The Green Employer Council members will be providing program oversight and expertise as the curriculum is created and the program progresses. The Green Education Program will initially be offered as a not-for-credit program, but the college intends to convert the classes to a credit program so that the program can be sustained after the 18 month grant ends.

For more information about the Green Education Program, contact the Solano College Small Business Development Center at (707) 864-3382. ☞

MEMBER NEWS

Partnership Gives Health Care to Everyone

Dozens of patients file through Sutter Solano Medical Center's emergency room every day in Vallejo, often without insurance, cash or legal immigration status. They all get health care, thanks to the partnership between Vallejo's two hospitals, Sutter Solano Medical Center and Kaiser Permanente, and La Clinica de la Raza.

Under the partnership, true emergencies are seen at the hospital. Other patients are sent to the clinic where they get care all on a sliding fee scale.

Providers say the partnership is saving money, largely because it's better for the hospital to have people get preventive care at the clinic than constantly showing up at the emergency room. Patients say it works.

Sergio Santana recently lost his job as a unionized painter, and the health insurance that went with it. When a cut on his foot got infected, he turned to Sutter Solano's emergency department three times - a total cost of \$1,600. Then he realized that he could get a follow-up visit at the clinic under the program. That cost him \$21.40.

The program also serves as an example of how a community has found a way to confront the reality that undocumented immigrants will not be covered by health care reforms.

To Vallejo hospital officials, investing in a program that helped them reduce unnecessary visits to the emergency room made sense. Sutter Solano and Kaiser Permanente Medical Center committed \$300,000 each over three years to jump-start the clinic, called La Clinica de la Raza, North Vallejo. The county contributed \$250,000 up front, and promised \$256,500 more over three years.

La Clinica is seeing about 800 patients a month. One-third are referrals from hospital emergency rooms. Even with the clinic nearby, Sutter Solano saw 6,000 more emergency room visits this year than projected.

"It frightens me to think what would have happened had La Clinica not been there," said CEO Terry Glubka.

County officials said that regardless of what happens in Washington with regards to Health Insurance Reform, they're keeping the program. ☞

Councilman Michael Wilson (cont. from page 1)

who is unable to run for Election due to term limits. The Democratic Primary election is June 8th, 2010 and the General Election is November 2nd, 2010. If elected,

Wilson will serve a 4-year term. In addition to its endorsement of Wilson, ValPAC will also contribute \$3,000 to Wilson's campaign. ☞

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BB&B Launches Local Happenings

BB&B Business Group, a local marketing and business consultant firm based in Vallejo, has reentered the publishing world with their release of "Local Happenings" Magazine and its companion website www.localhappeningsmagazine.com. The premier issue of Local Happenings Magazine was released in December.

Local Happenings magazine focuses on just what its title says - local happenings for Solano County and the surrounding communities. The magazine is the brainchild of Deanna Baillie and Robert Briseno, the principals of BB&B Business Group, who felt that there needed to be an easier way to find out about all there is to do and enjoy here in Solano County and the Greater Bay Area.

"There are lots of places to find out what is going on - but no "one" place to look on the web or in print for local events and happenings", said Robert Briseno. "We saw a need in our community

and our plan is to fill it first here in Solano County and then expand it as quickly as we are able to the rest of the Bay Area and beyond. We welcome and invite businesses, schools, organizations and the community to work with us to create a single website and source for events here in Solano County and the surrounding communities."

Local Happenings Magazine will be published bi-monthly and go out to thousands of homes in the community. Thousands of additional copies will be distributed to hotels, chambers of commerce, restaurants, local airports, realty offices, coffee shops, etc. The magazine will be glossy and full color throughout with very affordable advertising prices. The total publication will also be available online and the publishers plan to grow their web presence to thousands of daily unique visitors.

Questions about the magazine or about advertising may be directed to Robert Briseno and Deanna Baillie by calling 557-3182. ☞

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Description of Business: Favaro, Lavezzo, Gill, Caretti & Heppell is a full service law firm founded in 1973. As one of the oldest law firms in Solano County, Favaro Lavezzo is able to offer clients high-quality representation in a broad range of legal areas. The firm offers representation in areas such as Business and Commercial Transactions; Real Estate Law; Landlord Tenant Matters; Wills, Living Trust; Probate and Trust Administration; Trust Contests; Taxation and Tax Planning and Disputes;

American with Disabilities Act Defense; Divorce and Family Law matters; Personal Injury; Criminal Defense; Civil Litigation; Land Use matters and Municipal Law and Public Agencies.

Description of Job/Duties: Responsible for managing one of the top-rated law firms in Solano County, as well as facilitating the daily activities and operations of the offices in Vallejo and Fairfield.

Community Involvement: Trustee for the Sutter Solano Charitable Foundation for the past two years. Chairman of the Political Advocacy Committee for the Vallejo Chamber of Commerce for the past two years.

Personal Information: Married for 10 years to Mary Jo Coan. Two children, Christopher and Josephine (4 year-old twins). Born and raised in Vallejo. Graduated from St. Patrick St. Vincent's High School in 1992. Graduated Sonoma State University with a Bachelor of Arts degree in History. Graduated Empire Law School with a Juris Doctor Degree in 2000

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MEMBER NEWS



Klimisch's Gives "New" Car to Fighting Back Mentor

On December 17th, 2009, Klimisch's Inc. presented Vallejo resident Sabreen Freeman with a completely refurbished 2002 Saturn SL2 4-door sedan as part of this year's Acoat Selected National Benevolence Program. Additionally, McDowell Insurance has generously agreed to provide insurance coverage on the vehicle.

Ms. Freeman works in the Fighting Back Partnership Mentoring Program and volunteers her time for other community service groups as well. She is a single mother who cares for her disabled son and daughter-in-law and her two grandchildren. Sabreen had her car stolen in San Francisco several months ago and has been relying on the city bus service to get from place to place. She is currently looking for a job and lives in the Avian Apartments off Springs Road.

According to Connie Klimisch, owner of Klimisch's, Inc., "Each year the collision repair industry as a whole comes across cars that are "written off" by either the owner or the insurance company. Often these are older vehicles that just need some mechanical and body work to get them road-ready and perfectly safe to drive. Because we believe these cars are going to waste when there are people who really need them, we decided to do something about it."

This is the fourth year that Klimisch's, Inc. has given a car away to a needy member of the community, joining with other members of the Akzo Nobel Acoat Selected organization to form the Acoat Selected National Benevolence Program, a community relations program whose mission is to present refurbished cars to deserving individuals or organizations during the holiday season.

Klimisch's Inc. is located in Vallejo on 285 Couch St. They have been servicing the City of Vallejo for over 62 years. What is so unique about this program is that it is not just an effort made by Klimisch's employees, it is truly an effort made by the community. ☺



Dennis and Connie Klimisch with Sabreen Freeman, (middle) recipient of a "new" used car.

UPCOMING EVENTS

BUSINESS MEETINGS (MONTHLY)

Executive Committee	1 st Tuesday - noon
Ambassadors	1 st Tuesday - 5:30 p.m.
Political Advocacy	1 st Wednesday - 9:00 a.m.
Vallejo Business Alliance	2 nd Tuesday - 9:00 a.m.
Economic Development	2 nd Wednesday - noon
Board of Directors	3 rd Tuesday - noon
ValNet	Wednesdays - noon

AROUND THE CORNER

**February Networking @ 5
Sutter Solano Medical Center**

100 Hospital Drive
Thursday, February 25 from 5:00 - 7:00 p.m.

**March Networking @ 5
Merrill Gardens Vallejo**

350 Locust Drive
Thursday, March 25 from 5:00 - 7:00 p.m.

Legislative Day

Monday, April 5 from 9:00 - 11:00 a.m.

April Networking @ 5

Dual City Mixer in American Canyon
Thursday, April 25 from 5:00 - 7:00 p.m.

For an updated listing of all Chamber and Community events please check out www.vallejochamber.com

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